

THE NATIONAL Provisioner



THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 83

OCTOBER 4, 1930

Reference Dept.
7th TIER

Number 14

On to Chicago!



EVERYONE who can possibly manage to should attend the convention of The Institute of American Meat Packers at the Drake Hotel, Chicago. From all branches of the industry; from all parts of the world will come men to exchange ideas and experiences and to absorb the vast funds of information available.

We are proud, as an associate member, to be able to give our support to such a splendid organization that is accomplishing so much good for the great packing industry.

CONTINENTAL CAN COMPANY, INC.

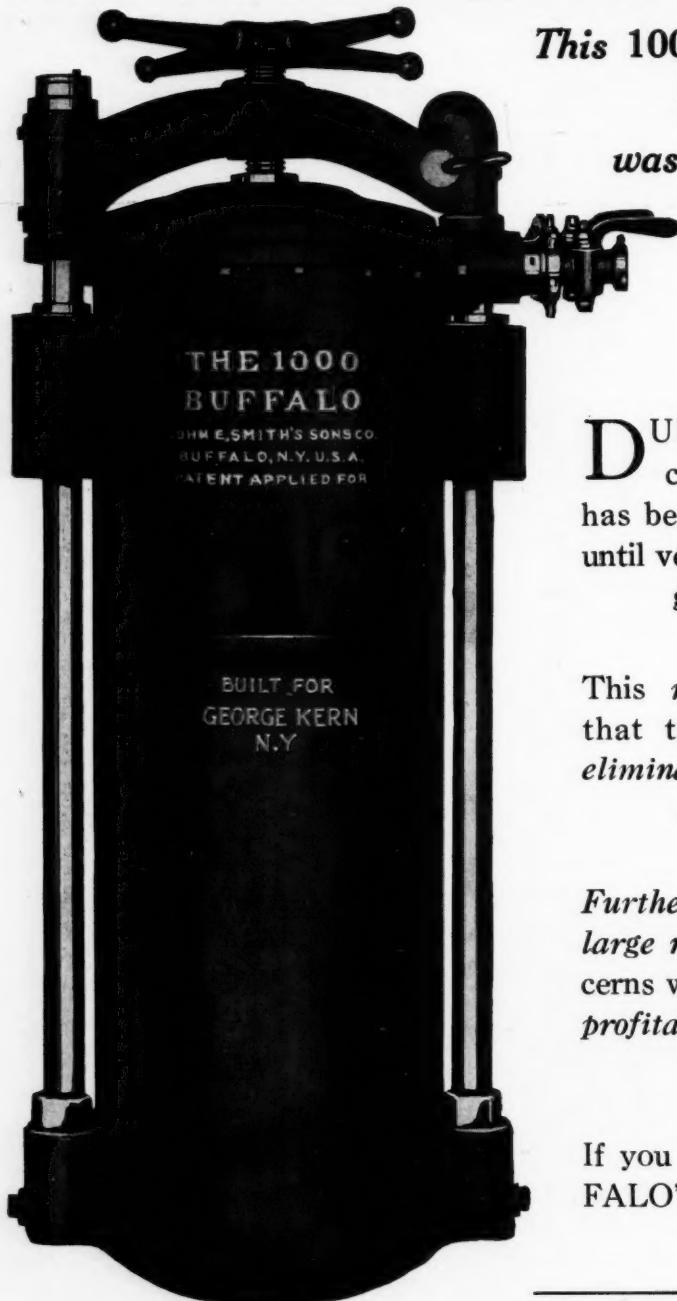
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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 83. No. 14

OCTOBER 4, 1930

Chicago and New York

Wrapping and Packaging Meats and Meat Products

Packers Find It Necessary to Study
This Subject in Order to Keep Up
With Trends in Meat Merchandising

What does the meat packer know about meat packages?

This is the era of packaging. Pretty much everything is sold in a package or wrapper. It is the custom, and sales depend on it.

Meat merchandising has entered this new package era, and is getting deeper into it every day. Rapid advances are being made in the art of moving meat out of the retail store.

Competition within and without the industry has brought the need for better meat merchandising to the front. Production problems, in the main, have been solved.

The fundamentals of good meat merchandising probably always will rest on high quality merchandise and proper plant methods and processes. But of what use is good product if it cannot be sold? Profits are now dependent on methods used to merchandise the production of a plant.

Wrappings and packages can be made something more than just agencies for protecting products from the time they leave the plant until they arrive in the home. They should be important factors in influencing sales. Properly designed, they build confidence in and public acceptance of the product.

Good Packages Build Sales.

One packer said recently that he was not particularly interested in wrappings and packages. "I produce good product," he said. "People like and will buy it regardless of the kind of wrap or package I put it in."

This packer evidently had not kept in touch with wrapping and packaging development. Some of the best-known and most widely-distributed food products have been put in new and more attractive dresses. This was not only with the aim of maintaining and increasing sales, but also because manufacturers learned that new and improved types of package appealed to consumers.

Today, as a rule, it is not a question

in the meat plant whether or not bacon, hams, sausage, "ready-to-serve" meats and other products will be wrapped and packaged.

Meat merchandising has advanced beyond this point. Wrapping and packaging has become standard practice.

Now it is the kind, design and appearance of the wrapping or package that receives attention. Not just any kind of a package will do. And, strange as it may seem, a wrap or pack-



PACKAGING IS IMPORTANT STEP IN MERCHANTISING MEATS.

The attractiveness of a wrap or package is important in creating sales, but attractiveness and sales appeal are of little value if the package is not properly displayed.

The theory is held by some packers that if a housewife tries a product and likes it she will continue to use it. The many new food brands coming on the market and winning places for themselves is evidence this theory is not always correct. Volume in food sales is being built today not alone by an unvarying standard of quality, but by doing the merchandising job a little better than the other fellow—merchandising that takes the product into account from the time it leaves the shipping room until it is in the home of the consumer.

age that will find favor and be popular in one community or in one store will not always be popular in some other city, or even in all parts of one city.

One packer who has been experimenting with wrappings and packages during the past eighteen months, and who during this time has tried out and discarded many styles and designs, has about come to the conclusion that the packer who distributes over a rather wide territory might profitably have more than one style of package for each product.

Tests Show What Customers Like.

"I realize," says he, "that this might increase production costs. But this is incidental and of no particular importance if volume is increased sufficiently to pay the increased cost and leave a profit."

At the moment he is committed to the policy of having several standard wrappings and packages for each product, and experiments are being made to determine just how far it will pay to go along this line.

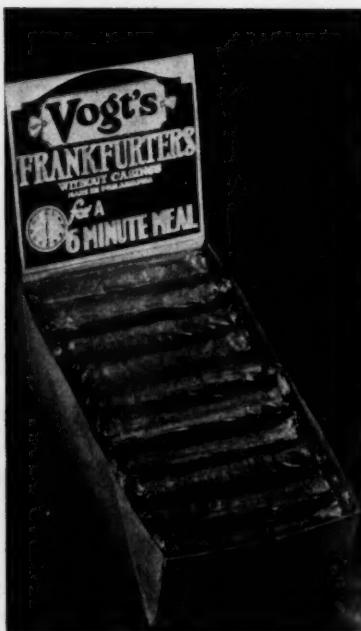
Products in various styles, shapes and designs of wrappings and packages are being placed side by side in the stores, and customer preferences are being watched carefully as a guide to future wrapping and packaging policy.

Retailers like the idea of more than one package for a product. They can choose the style of package preferred by their trade, and by carrying a stock of the same product in several different wrappings and packages create the impression that their stock is larger.

Packages Must Be Seen.

While experiments have not continued long enough to justify this packer to draw conclusions and form definite opinions, some interesting sidelights are developing. Among these is that display in the store may be just as important as the package.

In one store linked sausage in transparent wrapping was very popular. Little bulk sausage was sold.



PACKAGE SELLS BY SUGGESTION.

This package for skinless frankfurters in their transparent wrappings does more than inform the reader of the label that the meats can be prepared quickly. It suggests a way out to the busy housewife who rushes into the meat store after a tour of shopping or an afternoon at bridge, and who has but little time in which to prepare the evening meal.

To test out a theory of one of the salesmen, a particularly attractive display was made of bulk sausage in fiber cups, and sausage patties in paper cups. This display was placed in the showcase alongside the linked sausage.

The sales of the sausage and patties in cups exceeded slightly the sales of linked sausage.

The result was so unusual that it was decided to test further customer reaction to display. A few days later the experiment was repeated, with linked sausage in transparent wrapping and in parchment paper wrapping. In this case the display featured the parchment-wrapped meats, with the result



FIBER CUPS ARE POPULAR CONTAINERS FOR MEAT PLANT PRODUCTS.

The fiber cup is particularly suitable for packaging many meat plant products, including lard, sausage meat, chili con carne, sweetbreads, etc. It can be printed in colors and space is available on cover and side for information and recipes. When it is desired to show a portion of the cover is cut away and the opening covered with transparent paper. Kleen Kup containers make an attractive display.

that sales of the latter were considerably more numerous.

Display in Store Important.

Still later the sausage wrapped in transparent wrapping was given an advantage in display with the usual result—the best displayed meats sold best. The package or wrapping was the chief feature of the display, of course.

Similar experiments in other stores showed no exception. Invariably the manner in which the meats were packaged and displayed exerted more influence on sales than any other one element.

In all of these tests the same style, color and shape of label was used. This, no doubt, influenced results, as customers were familiar with the brand and knew the quality they were purchasing.

Similar tests are to be made, using various label designs, to determine further the reaction to known and unknown labels and how display influences in each case. Tests will also be made by placing packaged goods containing familiar and unknown labels alongside unpackaged goods.

Design of Package Important.

This packer had previously had some rather definite ideas on the best kind of material for packages and the best kind of packages for meats. Now he is not so sure he was right.

He has just about come to the conclusion that so far as meats are concerned there is no best wrapping or packaging material. But he is more firmly convinced than ever before that the design and character of the wrapping or packaging is of considerable importance.

He now feels that if packers would concentrate more on wrappings and packages that are outstanding from a display standpoint, they would have an advantage over competitors who pay less attention to this angle—providing, of course, their products are right from a quality standpoint. Further experiments and tests, he hopes, will throw further light on this merchandising angle.

Parchment Sells Heavy Meats.

Incidentally his experiments in wrappings and packages have developed a profitable market for fat backs and heavy sides. These are now being marketed in pieces of varying sizes for cooking with beans and greens.

The meats are wrapped in parchment paper and tied with fancy string. Labels read "Bean Pork" and "Greens Pork." The weight of each piece is marked on the package, but in larger type is the information on how many pounds of beans or greens the particular piece of meat will flavor.

(Continued on page 31.)

October 4, 1930.

Stage Is Set for Meat Packers' Silver Anniversary Gathering

Final details of the twenty-fifth annual convention of the Institute of American Meat Packers are being completed.

In less than two weeks probably more than a thousand representatives of member companies of the Institute will gather at the Drake Hotel, Chicago, to attend the convention, which will be held on October 17 to 22.

Important subjects of interest to every packer will be discussed at the general convention sessions which are scheduled for October 20 and 21.

"Trends in Merchandising Meat in Chain Stores" will be discussed by A. H. Morrill, president of the Kroger Grocery and Baking Company, at the convention session on Tuesday morning, October 21.

Frank M. Firor, director of the Institute, and president of Adolf Gobel, Inc., will talk on "Experiments with Firm Prices" at the same session, which is devoted to the general subject, "Experiments in Merchandising."

E. S. Bayard, editor-in-chief of the Capper farm papers, will address the Monday afternoon session on "Trends in the Livestock Industry."

Report on Trade Practices.

"Trade Practices" and "Uniform Inspection" are two subjects of high interest to the entire packing industry. The Tuesday afternoon session will be devoted to their discussion.

"Progress and Problems in Trade Practices," is the title of the address by John W. Rath, chairman of the Committee of Interpretation and Appeal. Mr. Rath will discuss the working out of the Code of Trade Practices of the American meat packing industry, which was adopted by the industry a year ago at a special meeting called by the U. S. Secretary of Agriculture.

Oscar G. Mayer, chairman of the Commission on Inspection, will report on the progress which has been made in the last year toward the development of a uniform state inspection law to be enforced by the federal and state governments in co-operation. The commission is made up of packers associated with plants operating under local and state inspection, as well as under federal inspection.

Dr. John R. Mohler, Chief of the U. S. Bureau of Animal Industry, will comment on both trade practices and uniform inspection. It will be remembered that it was Dr. Mohler who pre-

sided at the special meeting of the packing industry called a year ago by the Secretary of Agriculture for the purpose of adopting a Code of Trade Practices.

Talks by Trade Leaders.

The annual report of President Woods, the awarding of gold and silver buttons to packinghouse service men, and an address by John A. Kotal, secretary-manager of the National Association of Retail Meat Dealers, will be features of the opening session on Monday.

Monday afternoon will be the Institute Plan Session. At this meeting Howard C. Greer, director of the Institute of Meat Packing, will discuss "An Opportunity for Members to Improve the Training of their Personnel." E. L. Rhoades, Assistant Director of the Institute of Meat Packing, will talk on the results of research in the voluntary meat chain field. Dr. W. Lee Lewis, director of the Research Laboratory of the Institute of American Meat Packers, founded by Thomas E. Wilson at the University of Chicago, will tell the convention something about the results of lard research studies conducted by the Institute and other agencies.

At convenient and appropriate times during the convention the exhibit halls will be open for inspection. This promises to be one of the most interesting features of the convention. Every available booth has been taken and an unusually interesting display of packinghouse equipment is assured.

The exhibits will be open from 8 a.m. to 10 a.m. and from 5 p.m. to 10 p.m. on the following days: Friday, October 17;



HITS STRAIGHT FROM SHOULDER.

President Glenn Frank of the University of Wisconsin has that reputation. He will be the principal speaker at the annual packers' banquet.

Monday, October 20; Tuesday, October 21. On Saturday, October 18, the exhibit will be open from 8 a.m. to 10 a.m. and from 12:30 p.m. to 10 p.m. On Sunday, October 19, the exhibit will be open from 10 a.m. to 6 p.m. The exhibits will close at 10 p.m., Tuesday, October 21.

The next issue of THE NATIONAL PROVISIONER, dated October 11, will contain a complete program of the Convention.

There will also be a diagram of the exhibit halls, with the names and location of all exhibitors.

Country's Leaders to Talk

Nationally-known executives of important industries of the country will address the Seventh Conference of Major Industries, to be held Wednesday, October 22, at the University of Chicago, under the auspices of the University and the Institute, with the cooperation of the Chicago Association of Commerce, the Commercial Club of Chicago, and the Industrial Club of Chicago.

Among the industries represented on the Conference program are the railroad industry, the oil industry, the broadcasting industry. The men who will represent these industries respectively are: W. B. Storey, president of the Atchison, Topeka & Santa Fe Railroad; R. C. Holmes, president of the Texas Company; M. H. Aylesworth, president of the National Broadcasting Company.

The speakers who will represent the other industries at the Conference will

Packers' Convention Program

Drake Hotel, Chicago.

Friday, October 17.

Sectional Meetings.

Saturday, October 18.

Sectional Meetings.

Sunday, October 19:

Registration and Reception.

Monday, October 20.

Convention Sessions, 10 a.m. and 2 p.m.

Dinner Dance and Entertainment, Drake Hotel, 7:30 p.m.

Tuesday, October 21.

Convention Sessions, 10 a.m. and 2 p.m.

Wednesday, October 22.

Seventh Conference of Major Industries at The University of Chicago, 10 a.m. and 2 p.m.

Dinner to Leaders of Education and Industry, at the Palmer House, 7:00 p.m.

be announced in the October 11 issue of THE NATIONAL PROVISIONER.

Julius H. Barnes, Chairman of the Board of the Chamber of Commerce of the United States, will be a speaker. Mr. Barnes is one of the best-known business leaders in the country, and as an executive of the Chamber of Commerce of the United States for the past several years he has been in a position to acquaint himself with the broader aspects of American business. Mr. Barnes will discuss "The General Business Situation".

The Dinner to Leaders in Education and Industry, which is being held under the auspices of the same organizations as the Conference, will be given on Wednesday evening. Noted industry leaders and distinguished educators will attend as guests of honor. The speakers will be men of national prominence. One of these is Glenn Frank, President of the University of Wisconsin, who is widely known through his lecture tours and through his activity in the field of education. Mr. Frank's reputation as an interesting talker and a fearless thinker assures a fine address.

Present indications are that the Dinner to Leaders in Education and Industry will be the biggest of the year in Chicago.

Convention Entertainment

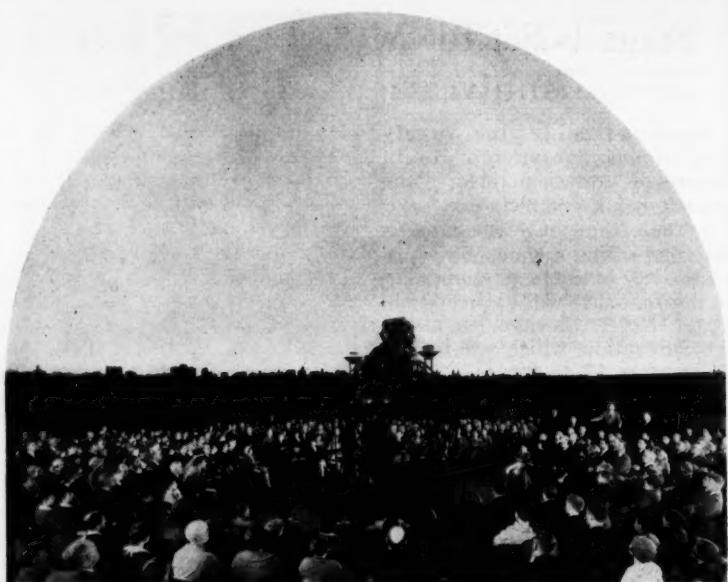
Ladies of the immediate families of members and associate members of the Institute have excellent reasons for attending the twenty-fifth annual packers' convention in Chicago on October 17 to 22.

They will be invited to attend the Dinner to Leaders in Education and Industry, which will be given on Wednesday evening, October 22, under the auspices of the University of Chicago and the Institute with the cooperation of the Chicago Association of Commerce, the Commercial Club of Chicago, and the Industrial Club of Chicago, in the grand ball room of the Palmer House.

Noted industrial leaders and distinguished educators will attend as guests of honor. The speakers will be men of national prominence, and the entertainment will be in keeping with the high tone of the dinner.

On Monday evening at the Drake Hotel there will be a dinner, with dancing and entertainment. This is the famous convention dinner-dance which is always the leading social event of convention week.

Chicago is a theatre town and the ladies are going to see one of the outstanding theatrical hits of the new season. A special theatre party will be given for them on Tuesday evening, October 21. Ladies from outside of



AN ENTERTAINMENT FEATURE OF THE PACKERS' CONVENTION.

A visit to the new Adler Planetarium, where the constellations will be made to revolve in their orbits for the benefit of packer visitors.

Chicago will attend as guests of the Institute. Ladies in Chicago who wish to attend will be able to obtain seats at box office prices.

Ladies Will See the Stars.

The new Adler Planetarium, the only one of its kind in America, which was recently opened in Chicago, has attracted nation-wide interest. Visitors call it one of the most amazing sights ever witnessed. A special trip is being arranged for the ladies on Tuesday

afternoon. They will also visit the new Shedd Aquarium.

At the Planetarium, which is not only the only one in the United States, but one of a few in the world, one may see projected on the interior of the dome accurate and realistic reproductions of all the celestial objects that are visible to the eye. The familiar motions of the sun, moon and planets are shown, but the movements are far more rapid than they ever are observed in nature. In a relatively short time one may see the planets go through their normal motions of a year.

On Wednesday, October 22, the ladies are invited to attend the Seventh Conference of Major Industries, which will be held at the University of Chicago under the auspices of the University and the Institute, with the cooperation of the Chicago Association of Commerce, the Commercial Club of Chicago, and the Industrial Club of Chicago. At noon those attending the Conference will be guests of the University of Chicago at a buffet luncheon.

To ladies from outside of Chicago a special feature of interest in connection with the Conference will be the trip to and from the University. Special busses will be provided. They will follow the famous lake-front drive during most of the way, which gives opportunity for unusually good views of Chicago's attractive skyline.



TO SPEAK FOR OIL INDUSTRY.

President R. C. Holmes of the Texas Company will be one of the speakers at the Seventh Conference of Major Industries at Chicago, October 22.

CHINESE CASINGS EXPORTS.

August casings exports through Tientsin, China, totaled 36,172 lbs., according to cabled advices to the Department of Commerce.

October 4, 1930.

Voluntary Chain Growth Another Step In Evolution of Food Distribution

Voluntary chains are bringing a closer relationship between wholesalers, retailers and supply sources for other food lines. The wholesaler is coming to a genuine appreciation of the fact that the voluntary chain relationship is a mutual affair. He is changing his attitude from that of an outsider seeking to sell goods to that of an intimate associate working with the retailer upon a basis of mutual interest.

As of May 1, 1930, there were 59,640 voluntary chain units in the United States operated by 551 organizations. Of these 551 organizations, 273 were groups sponsored by wholesalers, 103 were retailer-owned wholesalers, and 175 were cooperative groups. Voluntary chain retailers are now making 25 per cent of the total annual sales made through grocery stores.

Voluntary chains are becoming general food stores more rapidly than are the regular chains. Approximately 25 per cent of all regular chain stores should now be classified as general food stores with complete lines. Of the voluntary chains, approximately 47 per cent are handling fresh meats, 85 per cent are handling fresh fruits and vegetables, and 59 per cent are handling bakery goods.

These and other facts are brought out in "The Voluntary Chains—An Evolution in Distribution" just pub-

lished by the American Institute of Food Distribution as a third of a series. Under the direction of V. H. Pelz, the editorial and research staff of the Institute has made an analytical study of this important and recent development in food distribution. The distribution of voluntary chains by types and states, their historical growth, comparison between regular and voluntary chains, how the activities of the factors involved in a voluntary chain relationship are coordinated, the progress in the handling of a complete line of food-stuffs, and other phases of the evolution are covered in detail in the report.

In commenting upon the similarity between regular chains and voluntary chains, the report states: "Both forms of organization of retail outlets—regular or centrally-owned chain and voluntary chain—have been working essentially toward the same objective, that is, the coordination of the supply and selling functions under one control. The fact that there is such a sharp contrast between the ownership of hundreds of thousands of outlets by a single company, and the ownership of single independent outlets, has tended to obscure the essential parallel between the objectives as well as the methods of reaching them."

"The pronounced growth of the voluntary grocery chains during the past three years," says Gordon C. Corbaley,



GORDON C. CORBALEY.
President American Institute of Food
Distribution.

president of the Food Institute, "is now bringing a wider recognition of the voluntary chain plan as an evolution in distribution. It is significant because it offers independent retailers and their affiliated supply sources an organization device through which they can integrate the wholesale and retail functions to a considerable extent and secure almost the same savings chains were able to make when they combined the wholesale and retail functions."

Chain Store Leaders Talk Sales Outlook And Tax Legislation Problems

Sales volume as measured by units of sales is actually increasing, according to chain store executives in session in Chicago during the first three days of the week.

Their experience indicates that the buying power of the public has been larger than shown by sales volumes in the last several months, but that co-operation of retail interests is necessary in restoring public confidence.

Albert H. Morrill, president of the Kroger Grocery & Baking Co., with headquarters in Cincinnati, Ohio, and president of the organization, presided at this third annual convention. In his keynote address Mr. Morrill likened the chain store type of distribution to the daring pioneer who left the comforts of business civilization and strode forth into the wilderness of unknown business ways.

Much attention was given to the

chain store tax situation, which bids fair to reach the Supreme Court of the United States during the coming winter. "The Economics of Tax Legislation" was discussed by Robert M. Haig, professor of business administration, Columbia University, while Clarence Francis, vice-president of General Foods Corporation, spoke on "The New Relation of Manufacturers to Chain Stores."

Future of Chain Stores.

Alvin E. Dodd, assistant to the president of Sears Roebuck & Co., in the course of an address on "What is Ahead for the Chain Store Industry?" said that a lot of men in the industry had become chain store conscious only because other people have. He felt that there was much more discussion of the future of chains from the outside than from within the chain organizations.

David Lawrence, president and editor of the "United States Daily," talked on



ROBERT W. LYONS.
Re-elected Executive Vice President of
the National Chain Store Association.

October 4, 1930.

"Looking Ahead in Government and Business."

Albert H. Morrill was re-elected president of the organization, with Robert W. Lyons, executive vice-president, and Paul Metzger, of the Washington Shirt Co., M. S. Gibbs of the Peoples Drug Co., M. M. Haroway of Continental Food Stores, and E. R. Allen of Melville Shoe Corporation, vice-presidents. R. H. Ott, of the J. C. Penney Company, was elected treasurer.

END BOVINE TUBERCULOSIS.

Eradication of bovine tuberculosis from the state of Michigan was celebrated recently at Michigan State College, Lansing, when leaders in this movement and in the livestock industry from Michigan and ten other states gathered together.

While Michigan is the third state in the Union to be certified by the U. S. Department of Agriculture as a modified accredited state, having been preceded by North Carolina and Maine, it is the first of the dairy states to have attained this distinction.

An important action growing out of the celebration was the discussion and adoption of a program for the eradication of avian, the poultry form of tuberculosis. This is a menace not only to the successful production of poultry but also to the protection of cattle and swine from re-infection.

H. R. Smith, livestock commissioner of the National Livestock Exchange and a leader in tuberculosis eradication work, presided at the meeting. H. R. Davison represented the Institute of American Meat Packers, which has cooperated in the eradication work.

About the time of this celebration the supreme court of Iowa rendered a decision sustaining the law under which the eradication of bovine tuberculosis is being conducted in that state.

Livestock Producers Enter Consent Decree Case on Packers' Side

Permission to intervene in the packers consent decree case has been requested in a motion filed in the supreme court of the District of Columbia by the American National Livestock Association and the National Wool Growers Association. They further asked permission to file a petition for a modification of the decree to permit the packing groups to engage in the retailing of meats and unrelated commodities.

Counsel for the association gave notice that it would bring the motion to the attention of the court on October 7, at which time, if the motion is overruled, permission will be sought

CANADA AIDS FEEDERS.

Credits up to 75 per cent of their purchases will be available to approved farmers of Saskatchewan who, having a surplus of feed grains, are desirous of obtaining feeder stock for finishing purposes, under a scheme devised by the Saskatchewan Government and announced by the minister of agriculture.

This official states that the government is interested in promoting the finishing of more good beef in the province for the home market, and with the present low price levels of both feeder stock and coarse grains, the time seems most opportune to encourage such a policy. Recognizing the necessity of taking every precaution to insure the success of this scheme, so that it may lead to its becoming a permanent feature of the agricultural activities of this province, applicants for credit must be approved by the department of agriculture and their premises inspected as to feed, shelter and water supply.

The stock will be purchased at Saskatchewan stockyards and purchasers will be able to avail themselves of the Dominion government's offer to refund their expenses when purchasing stock. The railways also will cooperate to the extent of moving the cattle for feeding purposes at 75 per cent of the regular tariff rates.

Marketing of the cattle will be under the supervision of inspectors of the livestock branch of the provincial department of agriculture and will have to be sold on a public stockyard and through a bonded commission dealer.

CUDAHY REPORTS BETTER NET.

Lower dollar volume of sales but a better net result, due to economies in operation, are anticipated by the Cudahy Packing Co. for the fiscal year ending November 1, according to a statement

issued recently by E. A. Cudahy, sr., chairman of the board. The full text of Mr. Cudahy's statement is as follows:

"Our physical volume of sales is expected to be about the same as last year, although the dollar volume will be somewhat lower, due to the lower commodity prices prevailing this year.

"The net result of operations, however, is expected to be somewhat better because of the economies which have been effected in operations. In addition, inventories are at the lowest level in several years and supplies of live stock have not been as heavy as last year.

"The merchandising basis for 1930 has been much better than 1929, with trade holding up satisfactorily and prices of live stock and meat steady on the whole. During 1929 the severe decline in inventory prices was injurious to the profits of packing companies generally. The change in merchandising conditions with the advent of the chain store has been met by increased sales through chains to compensate for the reduced sales through other retailers."

The company's sales for the fiscal year 1929 totaled \$267,960,000, with a net profit after all charges of \$2,512,850.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on October 1, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on September 24, or nearest previous date:

	Sales.	High.	Low.	—Close.
	Week ended Oct. 1.	Oct. 1.—	Oct. 1.—	Oct. Sept. 1. 24.
Amal. Leather.	100	20	20	20
Do. Pfd.	600	3	3	2 1/2
Amer. H. & L.	200	20 1/2	20 1/2	20 1/2
Amer. Stores	2,500	42 1/2	42 1/2	42 1/2
Am. F. A.	14,200	4 1/2	4	4 1/2
Do. B.	12,800	2 1/2	2 1/2	2 1/2
Do. Pfd.	1,500	55	52	55
Do. Del. Pfd.	1,300	72 1/2	72	72 1/2
Barnett Leather	200	2 1/2	2 1/2	2 1/2
Beechnut Pack.	800	52 1/2	52 1/2	55
Bhachuk, H. C.	400	70	70	75
Brennan Pack.	50	53	53	56
Do. B. ....	.....	.....	.....	19
Chick. C. Oil.	600	16	16	17 1/2
Childs G. A.	11,500	45	42 1/2	45
Cudahy Pack.	1,800	40%	40%	40%
First Nat. Strs.	5,100	51	50 1/2	50 1/2
Gen. Foods	84,300	58 1/2	51 1/2	53 1/2
Gobel Co.	11,100	6 1/2	5 1/2	6 1/2
Gr. A. & P. Int'l Pfd.	170	110 1/2	110 1/2	110 1/2
Do. New.	270	107	102 1/2	107
Hornbeck G. A.	430	28	28	29
Hygrade Food.	12,900	5 1/2	4 1/2	5 1/2
Kroger G. & B.	39,800	28 1/2	27	28 1/2
Libby McNeill.	13,900	12 1/2	11 1/2	12 1/2
McMarr Strs.	1,500	12 1/2	12 1/2	12 1/2
Mayer, Oscar. ....	.....	.....	.....	4 1/2
M. & H. Pfd.	1,200	28 1/2	29	28 1/2
Mickelberry Co.	600	15 1/2	13 1/2	15
Morrill & Co.	700	52	52	55 1/2
Nat. Fd. Pd. A.	200	5 1/2	5	5 1/2
Nat. Leather. ....	.....	.....	.....	1%
Nat. Tea.	2,700	20%	20%	20%
Proc. & Gamb.	13,900	70	69	70
Rath Pack.	250	21	21	21
Safeway Strs.	8,000	65 1/2	61 1/2	64 1/2
Do. 6% Pfd.	130	93 1/2	94 1/2	95 1/2
Do. 7% Pfd.	270	100	97	102
Stahl Meyer	100	18	18	18
Strauss R. Strs.	2,500	9 1/2	8 1/2	9 1/2
Swift & Co. New.	5,100	28 1/2	28 1/2	29 1/2
Do. Int'l.	10,900	32 1/2	30 1/2	32 1/2
Truax Pork.	300	18	18	21
U. S. Cold Stor.	15	33 1/2	.....	35
U. S. Leather.	2,600	7 1/2	7	7 1/2
Do. A.	1,900	11 1/2	10	10 1/2
Do. Pr. Pfd.	800	72	77	75
Wesson Oil.	2,300	25	24 1/2	25
Do. Pfd.	900	56 1/2	56 1/2	57 1/2
Wilson & Co.	2,600	3	2 1/2	3 1/2
Do. A.	2,300	7 1/2	7	7 1/2
Do. Pfd.	260	42	42	46 1/2

October 4, 1930.

THE NATIONAL PROVISIONER

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THE NATIONAL Provisioner

Chicago and New York

Member

Audit Bureau of Circulations
Associated Business Papers, Inc.OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERSPublished Weekly by The National Provisioner,
Inc. (Incorporated Under the Laws of
the State of New York) at 407 So.
Dearborn Street, Chicago

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Don't Be Misled on Hog Crop

An impression exists in the trade that the supply of really good hogs will give out early in the winter packing season, that the quality of much of the meat will be of a grade unsatisfactory in manufactured and processed meats, and that in general the hog run will be small and of poor quality.

This impression results perhaps from a not too close analysis of government reports on the hog outlook. It is an exaggerated interpretation.

Some economists and statisticians assume that the shortage in the corn crop must necessarily reduce the hog crop. Except in cases of severe drought conditions—and these have not prevailed in the major hog and corn producing sections—it is only the incidental hog producer and the in-and-outer who will be affected by a feed crop shortage, so long as there is something to take its place.

Denmark, believed in international pork trade circles to produce the finest hogs in the world, feeds these hogs on only a partial corn ration. Other feeds form an important part of the ration from weaning to marketing time.

Denmark, believed in international such that a larger proportion than usual of the total crop will be fit only for livestock feed. This means that more corn must be sold as meat.

Add to this the surplus of wheat, oats and barley—a profitable outlet for which agricultural leaders have been frantically searching—and you have a feed supply sufficient for a good hog crop and all the fat cattle the trade will absorb. The feed problem is not a problem at all.

The idea that hogs and cattle produced on feeds other than corn are inferior has been exploded. Wheat-fattened hogs and cattle have topped a number of the markets recently, and have yielded a per bushel return to the farmer two or three times that possible when marketed as grain.

Tests being conducted at state agricultural experiment stations are demonstrating further, wherever such proof has been necessary, that crushed wheat, oats and barley are excellent maintenance and finishing feeds for meat animals. As in the case of corn, of course, they require that the ration be properly balanced. They have the added ad-

vantage of producing firm pork, which is not always true of corn.

With cheap feed available to make quality hogs and cattle, and hogs the best paying crop the farmer has, does it seem logical that there will be material reduction in the quality and size of the hog crop?

Preventing Plant Fires

Fire prevention week commences October 5. Its purpose is to bring to the public at large an appreciation of the huge losses from fire each year, and to cause them to understand better the need for simple and adequate precautions to minimize this waste.

Annual fire loss in the meat packing industry is small compared to what it was a few years ago. Better buildings, sprinklers, better inspection and greater vigilance to remove and prevent causes of fires are responsible for this better showing.

Fires are expensive. Insurance may cover the actual property loss, but the loss of business and income during rebuilding never can be recovered. And the hazard in even the best constructed and maintained plant is great enough to warrant the utmost care to prevent fires as far as it is physically possible to do so.

Frequent inspection of the plant and premises and education of the workers in fire hazards are the best safeguards. Fire-fighting equipment should be tested at frequent intervals, and in each department there should be men trained in its use.

What is everybody's business is often nobody's business. Simply preaching fire prevention may help to prevent damaging fires, but until someone in each department is made responsible for the elimination of fire hazards, the greatest safeguards will not have been thrown about a plant.

And in turn this employe should be responsible to one who knows what constitutes a fire hazard, and who can and will impart his knowledge to those on whom he depends for results. Organized effort to prevent fires in the meat packing plant is just as important for results as team-work among those whose business it is to extinguish them after they have started.

Practical Points for the Trade

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Building a Hide Pack

Building the pack is one of the most important functions in curing hides. A Southern slaughterer writes as follows for information regarding this:

Editor The National Provisioner:

Please furnish me information as to the proper method of building a hide pack. We are not satisfied that our practice is correct.

In building a hide pack the area of the pack is usually determined by existing conditions. The larger the pack the less exposed edges there are in relation to the number of hides in the pack. However, if the pack is built too large working conditions are difficult. Salting may be slighted and the level of the pack may suffer.

The height of the pack should not exceed 3½ ft., although packs are sometimes built to 4½ ft. But anything above 3½ ft. causes shrinkage. The weight of the pack concentrates on the lower hides, causing shrinkage.

Build the pack so there is a gradual slope to the center. This keeps the pickle from draining away. Care must be taken so there is not too much slope to the center, as this results in holding the surplus brine. Should the pack be too high in the center the brine will drain away too rapidly.

The floor of the hide-curing cellar should have a sufficient pitch to allow the brine escaping from the pack to drain away and not accumulate in puddles on the floor.

The temperature of the curing cellar is kept at about 60 degs. F. and care should be taken to prevent air currents from passing through the cellar.

A good salt should be used so it will form a brine quickly and penetrate into the interior of the hide as rapidly as possible. No 2 rock salt with a crystalline structure is regarded as best for the purpose.

Salting.—Perhaps the greatest possibility of damage to the hide is in the salting operation. A hair-slipped hide is the inevitable result of careless salting. The salting should be handled as follows:

First, sprinkle salt on the floor and lay the corner hide down with the flesh side up. Use from 40 to 50 lbs. of salt on each hide. To make a straight edge on each side of the pack the belly is folded over sufficiently to make a straight edge, and the butt folded over to make the corner rectangular.

Considerable precaution must be observed that the salt is well distributed throughout the fold. The hides

are then laid so that they will overlap, as in shingling. This overlapping must not be too wide, as in this case the brine will accumulate in such quantities as to produce a hide unsatisfactory from the standpoint of condition.

Packing.—It requires a very skilled workman to make a good hide pack with satisfactory side edges and corners.

It should be remembered that a steer's hide is thicker than a cow's hide and is wider than a bull's in the hindquarter. A bull's hide is wider than a steer's in the neck and shoulders, and very thick in the butt and plate.

Hides are thicker in the winter than in the summer and the hair is longer. Winter hides are packed close, having only about one foot lap. Short-haired hides or summer hides are generally packed wider apart, about three feet, as they preserve the moisture better when packed in this way.

Bull hides are given special attention in salting, on account of their greater thickness. Hides carrying excessive manure also must be given extra salting to prevent decomposition.

Hides are cured in 25 to 30 days, but frequently they are left in cure for a much longer period. They are not overhauled during the curing period.

What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

Fancy Dry-Cure Bacon

An Eastern packinghouse superintendent got especially good results with the formula for making fancy dry cure bacon which he secured from THE NATIONAL PROVISIONER. This is what he says about it:

"A short time ago I wrote you for a cure you could recommend for a fancy dry cure bacon. We have already given it a thorough trial and the cure has far more than exceeded our expectations in all ways."

This formula is available to subscribers. Send a 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Making Spanish Loaf

How is Spanish loaf made? One sausage maker writes regarding this as follows:

Editor The National Provisioner:

Can you give me formula for making Spanish loaf? Is the same meat formula always used, or can this be varied? Full information will be appreciated.

Spanish loaf is very similar to the ordinary meat loaf but with special seasoning. Any one of the following meat formulas may be used:

100 lbs. pork trimmings, 85 per cent lean, or
100 lbs. beef and pork cheek meat, or
100 lbs. meat—
35 lbs. beef trimmings
35 lbs. pork cheek meat
20 lbs. tripe
10 lbs. flour, or
100 lbs. meat—
50 lbs. lean pork trimmings
25 lbs. lean cheek meat
10 lbs. beef or pork hearts
15 lbs. caul fat, or
100 lbs. meat—
55 lbs. cheek meat
30 lbs. beef or pork hearts
15 lbs. caul fat.
Cereal may be added to any of these formulas if desired.
Curing materials and seasoning for each formula are as follows:
3 lbs. salt
½ lbs. sugar
3 oz. saltpeter
3 oz. coriander
1 oz. nutmeg
2 to 4 oz. red or Cayenne pepper, according to strength.

Macaroni, green and red peppers or pimientos and pickles may be added according to the product wanted.

PANCREAS FROM ARGENTINA.

An experimental shipment of 40,000 lbs. of hog pancreas from Armour and Company, Buenos Aires, Argentina, to Eli Lilly & Co., Indianapolis, was made recently, for pharmaceutical purposes.

This product from which insulin, used in treating diabetes is made, is highly perishable and little effort has been made previously to import it.

The present shipment was frozen and kept at a temperature of 5 degs. below zero on shipboard, from which it was transported to a car precooled for 48 hours to 15 degs. above zero. Solid carbon dioxide was used with the shipment on its way to the Indianapolis plant of the manufacturing chemists, to insure its reaching its destination in good condition.

October 4, 1930.

Balancing Tank Charge

The proportions of the different materials included in a charge to the rendering tank have a great deal of influence on the fat content of the cracklings. Some time ago an inquirer asked what caused a high fat content when the moisture content was all right. This inquirer writes further regarding this matter, as follows:

Editor, The National Provisioner:

With reference to your recent request covering high fat content of cracklings as outlined in our letter to you and published in The National Provisioner of August 30, beg to advise that the following material constituted one test load and we have made up a chart to show you exactly our method of procedure.

Lbs.

Black guts (washed)	1,200
Condemned hog heads	140
Lungs and livers	300
Skulls and jaws from hog killing.....	800
Killing floor waste	210
Beef offal (washed)	1,300
Skulls, jaws, shin bones from killing floor	600

Total to tank 4,650

Steam on at 4:30 P. M.—Pressure 60 lbs.

Steam off at 8:25 P. M.—Pressure 60 lbs.

Temp. shown on cooker gauge—213 degs. F.

Temp. of material inside cooker—245 degs. F.

Temp. of fat run off next morning at 7:30

A. M.—145 degs. F.

Temp. of cracklings after settling in percolator for 1½ hours—115 degs. F.

Material Analysis (cracklings)

Moisture—6.52% Protein—43.17%

Ammonia—8.4% Fat—17.10%

Analysing the whole procedure, the following comments are offered on this packer's inquiry:

1. Lungs and livers should have been properly trimmed and sent to the blood drier to be dried along with the blood. Material of this nature takes more from the cooker in fat than it contributes. In other words, the fat content in this material is so low that it should be dried, not rendered.

2. The amount of bones to the tank (killing floor) looks out of proportion to the offal. It is suggested that a check be made to see that this material is proportioned out more uniformly to the cookers.

3. Temperature as shown on the cooking gauge does not correspond with the material in the cooker and it is evident from this that the gauge is showing only a radical heat. This is a common occurrence in cookers, due to the fact that the stems of the thermometers cannot be allowed to protrude into the material too far, as they are likely to be broken off.

4. From the test of the temperatures, it would seem that the material is altogether too cold for successful pressing and if it is found that it is impossible to press immediately after cooking is finished, the material should be brought well up to the boiling point the night before, cook for 16 minutes and then shut the cooker down and ar-

range to have it started the next morning early. It will then be possible to cook and press right through in a continuous operation. If this is not possible, it is suggested that no more than 10 lbs. steam be turned on the shell in the morning and the material agitated until thoroughly hot, but it should not be heated to a temperature above 212 degs. F.

Identifying Pipe Lines

It is an advantage in the meat plant where there are many pipe lines carrying hot and cold water, steam, brine, etc., to have the pipes in each department identified, so that when work is to be done on them it is not necessary to trace back to find what any line is carrying.

One packer asks how this can be done. He says:

Editor The National Provisioner:

We have heard there is a standard method of identifying pipe lines in the meat packing plant. What is this method and where can information concerning it be obtained?

Accidents can be minimized, and the danger of cutting into the wrong line when making repairs, thus interfering with processing operations, can be reduced by identifying the piping systems in a meat packing plant.

This identification is usually made by painting the various lines different colors, one color being used for hot water, another for cold, another for the sprinkler line, etc. The packer can devise his own system of identification or he can use the standard system. A copy of the latter can be obtained from the American Standards Association, 29 West Thirty-ninth st., New York City. The cost is 50c.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2-cent stamp.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

MEAT WRAPS AND PACKAGES.

(Continued from page 24.)

The meat sells at better profits than could be realized by selling naked.

Here again it was determined that display exerts considerable influence in moving merchandise. Placing these meats in neat order where they could be seen invariably increased sales.

In this case the power of suggestion was plainly evident. The words "Bean Pork" and "Greens Pork" suggested pork and beans and pork and greens to many people. Housewives were heard to say, "I believe a dish of greens would taste good," or words to that effect.

Wording on Packages.

This opens up another angle of meat merchandising which this packer will study.

What is the best wording to put on packages? How far can this idea of using labels that will suggest sales be carried? Is "Bacon," for example, sufficient on the label, or would "Breakfast Bacon" create more sales? The point is interesting.

Lastly the matter of color and counter display cartons and their influence on sales will be examined thoroughly. Some work has been done along this line. In cold weather, it seems, it might be an advantage to use red and orange labels; in warm weather, blue or green.

The character of the product as well as the season of the year will also be studied to learn how color affects sales. Chili, for example, might appropriately carry a red label. Or would red give an impression not desired? These and many other facts, it is hoped, will be determined during the year.

Tests With Colored Wrappings.

Some work has already been done with "ready-to-serve" meats in colored wrappings and packages. To date these experiments have been limited to displaying a product in wrappings and packages of different colors. Not sufficient data has been gathered as yet to form any opinions. The experiments will be continued until trends are apparently proved.

These experiments cost money, of course. But this packer feels the information he gains will enable him to put his merchandising on a more scientific basis than heretofore. Instead of groping blindly with the hope that the right thing will be done, he believes facts can be gathered that will answer immediately many of the wrapping and packaging questions and problems that come up in the meat plant every day.

This is one of a series of articles on wrapping and packaging meats, and the influence the package has on consumer acceptance and sales.

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A Page for the Packer Salesman

Selling Branded Goods

Requires Knowledge That Enables Salesman to Prove Quality

Branding, labeling, trademarking and packaging the products of the meat plant are changing meat selling methods.

Today the meat salesman must do more than talk—he must say something.

Meaningless superlatives will no longer do. His products are not the best simply because he says so.

One meat man thinks many salesmen would get better results, and help the cause of greater meat consumption, if they would fit themselves to prove the superior quality of the products on their list. He says:

Editor THE NATIONAL PROVISIONER:

A very important accomplishment for the meat salesman, I have found during ten years of meat selling, is to be able to put yourself in the place of the meat buyer. If this can be done, a viewpoint is secured that helps decidedly in sales work.

I never have bought meats, but I have often tried to imagine how I would proceed if I were a retailer, and what factor would influence me to purchase from one concern in preference to another.

Considered from the buyer's standpoint, it seems to me that packinghouse products naturally fall into two general classes—bulk meats and branded, labeled and trademarked products.

So far as unbranded bulk meats are concerned, it has made little difference in the past to the retailer where he bought, providing he got what he paid for, and service that satisfied him. The salesman who gave him the best service and who was agreeable and accomodating, was the one who got the order.

But branded, labeled and trademarked goods are another matter. The retailer must resell what he buys. He wants merchandise of quality—goods that will bring housewives back to his store for more.

Retailer Wants Proof of Quality.

If he is to believe everything different salesmen tell him, every brand on the market is the best brand—but don't think for a minute that he does. He buys what he believes is the best, and his choice is influenced by proof, not wordy arguments.

The salesmen who are moving the largest tonnage of trademarked and



branded goods are the ones who not only believe they have the best brands, but who also have the facts to back up any statements they may make.

Unsupported statements will not get the salesman very far today. He must have something more than superlatives in his selling talks.

One firm in my territory is doing an exceptional business on its branded and trademarked merchandise. The reason, in my opinion, is that it is selling its salesmen first by taking them through the plant at intervals and explaining every detail of processing that assures quality in the product. It is not difficult for these salesmen to convince customers by passing on to them what they have seen and know.

The man whose sole equipment for the job of meat selling is merely a price list and an order book is at a disadvantage. And he will gradually find the going harder as housewives become more and more meat brand conscious, and order meats as they do other foodstuffs—by brands. The salesman who lacks a knowledge of his product and how they are prepared can make no effort that will aid him more in his work than to acquire such knowledge.

Yours truly,
PACKER SALESMAN.

SAVING TIME.

In some stores the retailer interviews quite a few meat salesmen each day. It is not to be wondered at, therefore, that he is sometimes reluctant to hear arguments on quality of products and good service that differ little from what he has heard many times before.

The good meat salesman does not waste his and his customer's time. He tells his story in the fewest words and makes no statements he cannot support with facts. As a result retailers are seldom too busy to see him and they have confidence in what he tells them.

Do your salesmen read this page?

SELLS HARD-BOILED BUYER.

A meat salesman said recently that he tries to analyze every call at which he fails to sell an order and to determine the cause of his failure. Sometimes he is able to arrive at a decision. More often he is not, but in every case, he believes, he is able to form some opinions that are helpful to him in his work.

And it is interesting, he says, to learn how easy it sometimes is to get under the skin of a hard-boiled buyer. One large buyer had consistently refused to give him an order. Try as he might he could not get his firm's products in the store. Quite by accident he learned that this buyer was interested in growing roses.

The salesman knew nothing about roses or rose growing, but he found the time to study up on these subjects. One day he mentioned casually to this buyer that he had planted a small collection of roses and asked if the buyer knew anything about their cultivation and care. This broke the ice. Eventually the salesman got his first order and he and the buyer became good friends.

FISH STORY WITH A MORAL.

A fish story that is not only true but that contains a moral for meat salesmen has been going the rounds lately.

A naturalist divided an aquarium with a clear glass partition. On one side he put a husky black bass and on the other a number of minnows. The bass would strike every time a minnow approached the partition.

After several days of fruitless effort that netted him only a bruised nose the bass ceased to be interested in the minnows. The partition was then removed, permitting the bass to mingle with the minnows, but he did not strike at a single one of them. He had become thoroughly sold on the idea that business was bad.

The moral is this: Go after the minnow once more; perhaps the glass partition has been removed.

TASTING IS BELIEVING.

When a retailer knows how good a product is he has no hesitancy in recommending it to his customers. One meat salesman makes an effort to have each retailer he sells try out the products on his table. This has been responsible, more than any other factor except the quality of merchandise, for the large tonnage this salesman enjoys, he says.

October 4, 1930.

In PACKING PLANT or RETAIL STORE



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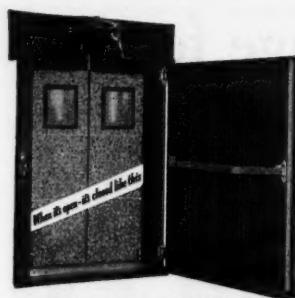
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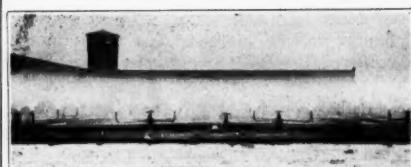


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for the cooling of condenser and circulating water are finding a prominent place in the meat packing and allied industry. More than 500 installations have been made serving this industry.

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Refrigeration and Frozen Foods

LOWER MEAT TRUCKING COSTS.

Insulated and refrigerated truck trailers are being considered by some meat plants for interurban transportation of meats. A number of economies seem possible through the use of such equipment. Among the more important of these are the wages of one driver to every unit of truck and trailer.

The running expenses of a truck and trailer would be somewhat more than for a truck alone, but the total cost of operation, it is estimated, would be considerably less than for two trucks with a combined carrying capacity equal to that of a truck and trailer.

The saving of time by the use of a truck and trailer is also worthy of consideration in many cases. The trailer could be left for unloading while the truck proceeded to another destination. When the truck returned it would pick up the trailer and return it to the plant.

On some routes, depending on grades, road conditions, the size of the truck, etc., more than one trailer probably could be hauled with a saving correspondingly greater than when only one trailer is used.

The cost of either a refrigerated or insulated trailer would be less than a refrigerated or insulated truck of similar carrying capacity. When the fleet is large this saving in capital investment probably would be considerable.

Engineers are anticipating no particular difficulties in the design of refrigerated and insulated trailers. Refrigeration for the trailers could be obtained by ice and salt, solid carbon dioxide, frozen brine in metal cans or mechanical equipment.

In one design of mechanically-refrigerated truck now on the market the compressor is operated by a constant voltage motor, which in turn is driven from a power take-off on the truck engine shaft. An auxiliary motor, operated from a lighting circuit, is provided to operate the compressor at night and at other times when it is desired to keep the interior of the truck under refrigeration and the truck motor is not running.

This design of truck refrigeration could no doubt be applied to trailers with equally satisfactory results, taking the power for driving the compressor motor from the truck axle or wheel. In this case, also, the auxiliary motor for driving the compressor when the trailer is standing probably would be desirable.

FROZEN MEAT SALES DOUBLE.

Frozen meats have been on sale in Meriden, Conn., for three months and the merchant handling them claims that his business in these meats now amounts to \$400 a month. No fresh meat was carried in this market previously. Sales have doubled during the past two months, and the new cuts are reported to have proved an enormous

business builder. Due to the facility with which the cuts are handled, no additional help has been required in the store.

So far hamburger has proved to be the best seller among the frozen meats. Included in the line are all kinds of steaks and chops, cutlets, stews, roasts, leg of lamb and chickens.

These products are carried in the market of Fred L. Yale & Son. Large advertising space is used by the company once a week in a local newspaper to push this new meat line.

FROZEN FRUIT CONFERENCE.

A frozen fruit conference is scheduled to be held at the Georgia Agricultural Experiment Station, Experiment, Ga., October 10. Some of the fruits which have been frozen under the direction of the assistant horticulturist of the station will be opened and sampled. The object of the conference is to discuss containers for frozen fruit, temperatures for freezing and storing frozen fruits, transportation equipment, and factors of quality in frozen fruit, and to list problems which need immediate solution. Dr. H. P. Stuckey, director of the experiment station, will preside at the conference.

PERISHABLE FREIGHT HEARING.

The subjects listed below will be given consideration by the National Perishable Freight Committee at a shippers' public hearing to be held at committee headquarters, room 308, Union Station Building, 516 West Jackson blvd., Chicago, Ill., October 21, 1930, commencing at 10:00 A. M.

No. 2378—Charges on shipments reconsigned when moving under carriers' protective service against cold.

No. 2383—Heater charges between Oregon, Idaho, etc., and interstate points.

No. 2384—Switching at pre-cooling plants.

No. 2386—Louisiana groupings.

No. 2390—Manipulating ventilators on shipments transported under replenishing service.

No. 2392—Handling shipments under refrigeration with ventilators open.

No. 2398—Additional protective service against cold at intermediate stop, hold or reconsigning points and at final destination when cars are moving under carriers' protective service against cold.

No. 2399—Shipper's instructions on traffic handled under replenishing service.

No. 2401—Application of replenishing service charges.

No. 2404—Heater charges Nebraska and Wyoming to New Mexico on traffic destined Texas.

No. 2405—Furnishing salt at emergency icing stations.

No. 2406—Re-icing shipments moving under standard refrigeration at intermediate stop or hold points and at final destination.

No. 2407—Furnishing ventilation service at intermediate points and destination.

REFRIGERATION NOTES.

Work has been started on a cold storage warehouse in Clearwater, Fla., by Julian Zimmerman and G. E. Nelson.

A new warehouse and cold storage plant has been completed and placed in operation in Indianapolis, Ind., by the Strohm Warehouse & Cartage Co.

A cold storage warehouse, to be electrically operated throughout, is being constructed in Texarkana, Tex.

A cold storage plant to cost \$40,000 is planned by the Coast Ice & Cold Storage Co. for erection in Santa Cruz, Calif.

A contract for an experimental cold storage plant has been let by the Florida Board of Control.

Fred R. Bennett, Eastman, Ga., will erect a cold storage plant. It is expected to be ready for operation about November 1.

Charles T. and A. M. Dixon, who recently purchased the plant of the Service Ice & Storage Co., Waycross, Ga., plan to double the meat curing capacity and add a 15-ton refrigerating machine.

Equipment has been installed in the new plant of the Union Storage Co., Pittsburgh, Pa.

Damage estimated at \$25,000 to the plant of the Bentonville Ice & Cold Storage Co., Bentonville, Ark., was caused recently by fire.

Work has begun on the installation of a cold storage plant in the building of the Peoples Brewing Co., Terre Haute, Ind., by the Terre Haute Ice, Fuel & Cold Storage Co.

A cold storage plant has been completed in Burlington, Vt., by J. W. Stevens.

About \$300,000 will be spent by the Texas Ice & Refrigerating Co., Fort Worth, Tex., to erect a produce terminal and enlarge its ice plant at 1201 Jones Place.

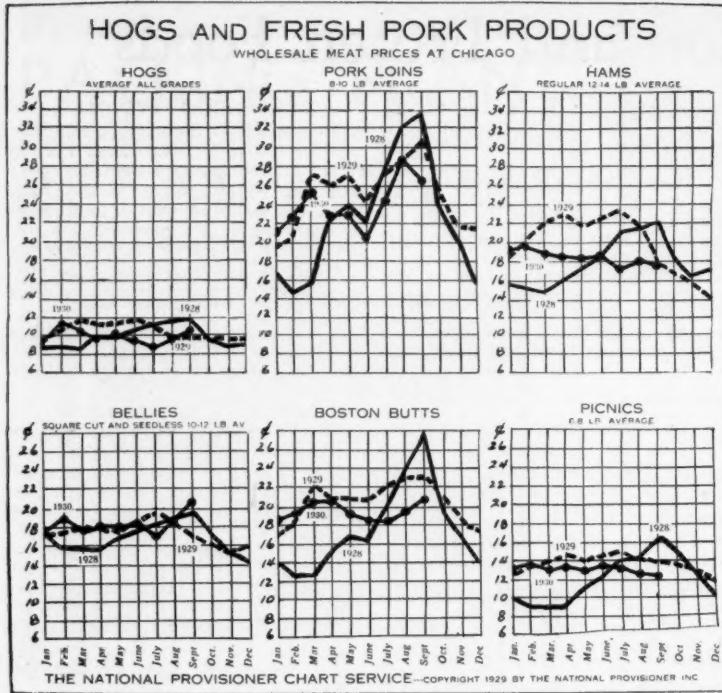
A terminal building in which cold storage will be included will be erected in Buffalo, N. Y., by the Buffalo Terminal Co. The structure will cost about \$500,000.

Dayton Refrigeration Co., Dayton, O., has been incorporated with a capital stock of 250 shares of no par value. The incorporators are Clarence Yount, Sidney L. Brown and Ruth L. Brown.

Construction of a 100-ton cold storage plant on Howard ave. and Fourth st., Winter Haven, Fla., is planned by D. H. Gilbert.

OPENS EIGHTEENTH BRANCH.

A branch office has been opened at 2420 Nance st., Houston, Tex., by L. Mundet & Son, Inc., 461 Eighth ave., New York City, manufacturers of cork products. In the warehouse at this branch will be carried a full line of the company's products for insulating, roofing, flooring, etc., and covering for pipe and fittings. This is the eighteenth branch office of this company, which now has branches in most of the principal cities of the United States and Canada. Stock is carried in each branch.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first nine months of 1930, compared with those of 1929 and 1928.

The market on both fresh and cured pork products in September found itself in a rather unusual situation. This was due to a shortage in hog supplies, which at times was a strengthening factor, and to weakness in consumer buying power, which counteracted the more favorable influences. In general, prices showed as much strength as could be expected, in view of the weakness in many markets and the rather plentiful supplies of lamb and beef. The latter have been moderately priced, and this has offered unusual competition to the higher priced fresh pork meats.

Fresh Pork Products.

Fresh Pork Loins.—The price of this product had reached high levels, in the light of current buying power and the large supplies of other fresh meats available at lower prices. Therefore, some drop was experienced during the month, even the smaller supplies of hogs at the principal markets being unable to maintain the level. Very few loins went to the freezer during the month, the policy appearing to be to sell rather than to accumulate and freeze. This disposition against holding was a further depressing influence. Seasonally lower prices also had an influence.

Green Hams.—This product broke sharply toward the close of the month, although the average price shows a slightly upward trend. Light green hams declined to within $\frac{1}{4}$ ¢ of the low price of 1929, which occurred later in the year when hog runs were heavy. While the production of heavy hams

price strength throughout the month on limited sales through the jobbing trade. Shoulder meat in general declined, which is not unusual at this time of the year.

Picnics.—Picnics have been neglected. The price early in the year was fairly high and stocks have accumulated. At the end of September they were considerably heavier than those of a year ago. Retail buyers on a volume basis have not been so active. Holders have been crowding sales and both the green and cured product have met with slow demand on a declining market.

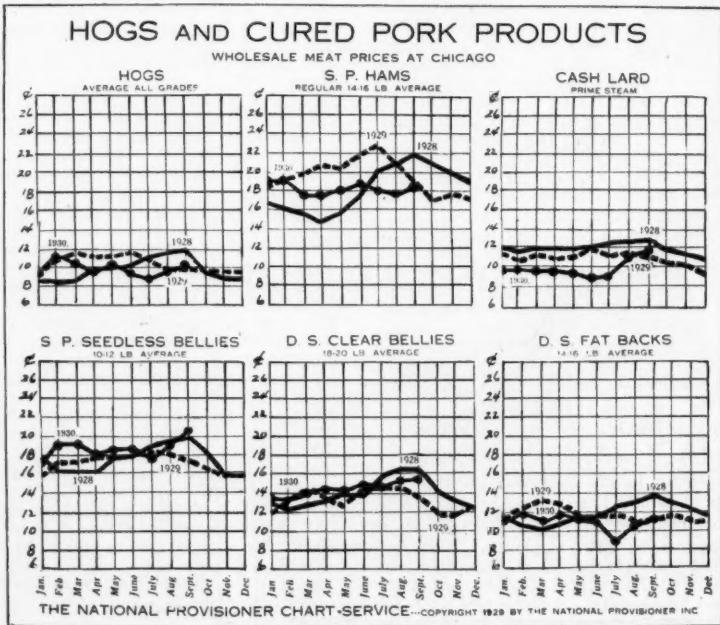
Cured Pork Products.

S. P. Hams.—There has been a light volume of business on this product. Prices in the United Kingdom have shown little strength, and boiling hams exhibited little buoyancy but sold at relatively low prices throughout the season. Stocks are light, with offerings at Chicago sufficient to satisfy demand at all times.

Lard.—Export lard values so far in 1930 have been 24 per cent below the 5-year average and 22 per cent below those of a year ago. A broader domestic trade has been developed on pure lard and stocks on hand are barely one-third of the heavy volume of a year ago. Some packers who were sellers of cash lard in former years are now buyers. The price during the past two months has been strengthened by the situation in the corn market and by the low stocks of lard on hand.

S. P. Bellies.—Offerings of pickled bellies have been light, so light in fact that the product has not shown the proper differential under the dry cure. This is due to strength in the market on the pickled product as a result of scarcity rather than to any unusual weakness in the dry cure market.

D. S. Bellies.—The dry salt product has held steady but required buying in



Provision and Lard Markets

WEEKLY REVIEW

Market Irregular—Stocks Decrease—Hog Receipts Fair—Distribution Maintained—Shippers Fair Buyers—Grain Weakness a Factor.

The position in the hog products market the past week has been influenced largely by the action of other commodities and the depression in the stock market. Prices sold off rather easily and then steadied on Wednesday with the better feeling in the grain market.

The situation appears to be a question of feed and feedstuffs. There appears to be a fairly steady domestic shipping demand, and there is persistent evidence of buying by packing and shipping interests. Export interest is slow, but this has been the case for the past season.

Quite a little attention was paid to a release from Washington on hog cholera. The U. S. Department of Agriculture issued a circular notifying farmers that conditions are favorable this fall for an extensive outbreak of hog cholera.

Recently an increasing number of outbreaks occurred in drought-stricken parts of the hog-raising belt. In August an outbreak threatening to reach the severity experienced in 1926 occurred in one of the central western states, but a campaign for immunization was promptly started and the outbreak was checked. The disease is occurring in a more virulent form than last year in Illinois, Iowa, Nebraska, Ohio, South Dakota, and Wisconsin.

the cash market at all times to maintain advances made, and even then there were times when setbacks of $\frac{1}{4}$ to $\frac{1}{2}$ c occurred. The option market during the greater part of the year has been well under the cash market, which did not invite hedging on deliveries. Many smaller operators have found a market with the larger sellers who moved the product out through their regular distributive channels. The price of cotton as now quoted at some trading centers is a weakening influence, as the old axiom of "a pound of cotton for a pound of meat" will not hold good.

D. S. Fat Backs.—Fat backs were a drug on the market during much of the year. The price was so low that when lard advanced, realization values in the tank naturally increased, which invited considerable buying. Production has been relatively small, due to the class of hogs that have constituted the bulk of the runs. As a result, there is a closely sold up situation in this market.

Hogs.

The hog market was higher during the month, averaging \$10.00 at Chicago, compared with \$9.60 in August and \$8.80 in July. In September a year ago, the average price was \$9.95, and \$11.95 two years ago. In view of the prices of both green and cured meats, the price of hogs has been high and product has gone into cure at costs ranging from 2c to 4c over the current market.

The monthly statement of provisions exports shows a grand total of meats and meat products for August of 31, 264,000 lbs., against 38,832,000 lbs. last year. For eight months ended August 31, the total was 282,454,000 lbs., against 307,928,000 lbs. last year, a decrease of 24,474,000 lbs.

The total exports of animal oils and fats was 58,585,000 lbs. in a month, against 66,627,000 lbs. last year. For eight months the total has been 535,806,000 lbs., against 609,838,000 lbs. last year, a decrease of 75,532,000 lbs. The principal decrease was of course in lard which showed a loss for the seven months of 60,000,000 lbs. Neutral lard showed a loss of 4,000,000 lbs. Oleo oil showed a loss of 9,000,000 lbs.

Stocks of lard on hand continue to decrease. Total stocks at Chicago were reported at 26,991,000 lbs., a decrease of 19,215,000 lbs. for the month. Last year there were 85,447,000 lbs. in storage.

PORK—The market was steady with trade light to fair. At New York, mess was quoted at \$32.50; family, \$34.50; fat backs, \$22.50@26.00.

LARD—Domestic demand was mod-

erate, and export trade limited. Distribution continued on a good scale, and stocks are comparatively light. At New York, prime western was quoted at \$11.85@11.95; middle western, \$11.70@11.80; city, 11 1/4@11 3/4c; compound, car lots, 10 1/4c; smaller lots, 10 1/2c; refined continent, 12 1/4c; South America, 12 1/4c; Brazil kegs, 13 1/4c.

At Chicago regular lard in round lots was quoted at 7 1/2c over October; loose lard, 7 1/2c over October; leaf lard, 32 1/2c over October.

BEEF—Demand was fair and the market was steady. Mess at New York was quoted at \$20.00; packet, \$17.00@18.00; family, \$19.00@21.00; extra India mess, \$35.00@37.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

See page 43 for later markets.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Sept. 1, to Oct. 1, 1930, totaled 17,670,757 lbs.; tallow, 76,000 lbs.; greases, 1,640,000 lbs.; stearine, none.

Hog Costs in Better Relation to Values

Hog costs during the first four days of the current week declined considerably from those of the previous week and resulted in a better cut-out showing on all averages.

Receipts at Chicago were fairly heavy, but the same situation did not prevail at all markets. However, supplies appeared adequate to meet demand without any material price increases.

Stocks of all meat and lard are low and the approach of the winter packing season finds the industry in a strong position so far as its accumulations are concerned. Little change in hog or product prices can be anticipated without considerable increase in public buying power. However, the packer is in position to follow without loss, whichever way the trend turns.

As has been true for some weeks past, the heavier hogs show less favorably in cut-out value. The better grades of heavy hogs have not been in large supply and demand to fill current needs has been sufficient to create good prices.

During the first four days of the week Chicago receipts totaled 103,200, compared with 107,775 a week ago, 108,880 a year ago and 75,801 in the same period of 1928.

Every packer should keep track of his cut-out results. In the following test average costs and credits are used and the results are worked out on the basis of live hog and product values at Chicago as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE for the first four days of the week.

Each packer should substitute his own costs and credits, also should check cutting yields at regular intervals. The yields used in these tests are based on packer dress.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$2.08	\$2.10	\$2.09	\$2.05
Picnics	.60	.58	.56	.47
Boston butts	.69	.69	.69	.69
Pork loins (blade in)	1.95	1.76	1.52	1.30
Bellies	2.12	2.10	1.10	.43
Bellies (D. S.)	....	....	.71	1.84
Fat backs (D. S.)	.18	.21	.21	.26
Plates and jowls	....	....	.51	.63
Raw leaf	.28	.25	.26	.26
P. S. lard, rend. wt.	1.88	1.61	1.33	1.27
Spare ribs	.12	.11	.11	.11
Trimmings	.20	.20	.20	.20
Rough feet	.08	.08	.08	.08
Tails	.02	.01	.01	.01
Neck bones	.04	.03	.03	.03
Total cutting value	\$9.64	\$9.68	\$9.36	\$9.08
Total cutting yield	65.50%	66.75%	68.50%	70.00%
Crediting edible and inedible offal to the above total cutting values and deducting from these the live cost of hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$.28	\$.31	\$.04	\$.22
Loss per hog	.48	.62	1.62	2.36

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings, July, 1930, are given by the U. S. Department of Commerce as follows:

IMPORTS.

	Sheep, Lamb & Goat,	Others.*	Lbs.	Value.	Lbs.	Value.
France	392	\$ 386	11,969	\$ 2,030		
Germany	12,154	15,613	79,615	13,275		
Greece	1,607	2,759	500	5412		
Italy	143	112	400	60		
Netherlands		13,586	3,330			
Sov. Russia in						
Europe	136,365	462,052	20,853	8,512		
United Kingdom	5,152	6,963	375	87		
Canada	63,600	89,463	65,358	9,446		
Mexico	5,374	5,896	470	70		
Cuba			3,700	458		
Argentina	63,520	91,509	430,017	88,507		
Brazil			66,320	18,342		
Chile	204,861	51,322	5,321	619		
Peru			12,063	5,412		
Uruguay	14,967	9,277	93,161	18,738		
British India	5,596	11,145				
China	54,012	72,948	35,633	20,927		
Iraq	17,403	31,205				
Persia	25,242	40,968				
Syria	2,450	7,679	862	2,182		
Turkey	30,173	48,682	310	167		
Australia	154,268	122,002	102,016	24,730		
New Zealand	165,304	153,683	571	346		
U. S. Africa	7,005	8,016				
Alg. & Tunisian	1,577	1,901				
Morocco	1,488	1,311				
Total	972,803	\$1,234,787	948,008	\$207,318		

*Includes hog casings from China, Russia, etc.

EXPORTS.

	Hog Casings.	Beef Casings.	Lbs.	Value.	Lbs.	Value.
Belgium	17,420	\$ 3,250	34,504	\$ 2,908		
Denmark			2,250	735		
France	5,841	1,529				
Germany	345,630	26,733	659,048	63,207		
Italy	36,524	2,589	32,914	3,134		
Netherlands	28,749	4,908	64,595	4,638		
Norway			2,927	262		
Poland & Danzig	18,670	5,301	14,501	1,050		
Spain	24,836	3,673	22,755	12,536		
Sweden	1,100	315	15,189	1,098		
Switzerland	2,555	2,182				
United Kingdom	267,926	98,980	9,152	1,944		
Canada	3,988	1,393	11,508	1,832		
Honduras	10	4				
Bermudas	854	700				
Cuba	300	95	3,848	698		
Virgin Islands			600	52		
Java & Madura	184	173	1,100	200		
Philippine Islands	500	291				
Australia	111,204	58,743				
New Zealand	33,027	20,056				
U. S. Africa	10,550	2,625				
Total	910,147	\$233,556	1,076,952	\$94,205		

Shipments from the United States to Hawaii: Hog casings, 125 lbs., value \$18; other casings, 5 lbs., value \$2.

Exports of other casings: Germany, 22,176 lbs., value \$1,289; Netherlands, 19,422 lbs., value \$1,144; Sweden, 9,500 lbs., value \$840; United Kingdom, 1,740 lbs., value \$1,725; Canada, 19,273 lbs., value \$6,197; Guatemala, 9 lbs., value \$2; Mexico, 40 lbs., value \$34; Cuba, 2,075 lbs., value \$1,882; British India, 40 lbs., value \$152; China, 4,975 lbs., value \$7,327; Australia, 7,115 lbs., value \$706; total, 91,365 lbs., value \$21,298.

AUG. MEAT AND FAT EXPORTS.

Exports of meats and fats during August, 1930, and for eight months ended August, are given by the U. S. Department of Commerce:

AUGUST, 1930.

	1930.	1929.
Total meats and meat products, lbs.	31,264,965	38,832,317
Value	\$5,285,600	\$6,865,596
Total animal oils and fats, lbs.	58,565,627	66,627,401
Value	\$6,511,100	\$8,485,108
Beef, veal, fresh, lbs.	278,089	184,663
Value	\$61,581	\$46,102
Beef, pickled, etc., lbs.	1,230,861	1,068,100
Value	\$122,054	\$129,344
Pork, fresh, lbs.	727,645	1,029,768
Value	\$105,610	\$130,500
Wiltshire sides, lbs.	182,414	290,605
Value	\$22,356	\$44,281
Cumberland sides, lbs.	268,600	431,816
Value	\$44,028	\$86,280
Hams and shoulders, lbs.	10,819,040	10,849,452
Value	\$2,181,364	\$2,429,498
Bacon, lbs.	6,809,711	13,171,227
Value	\$1,044,580	\$2,035,942
Pickled pork, lbs.	2,641,457	3,682,726
Value	\$350,906	\$388,059
Oleo oil, lbs.	6,559,112	9,786,760
Value	\$658,582	\$754,418
Lard, lbs.	49,287,272	55,487,453
Value	\$5,549,102	\$7,254,464
Neutral lard, lbs.	995,224	1,589,955
Value	\$117,201	\$213,999
Lard compounds, animal fats, lbs.	118,838	275,678
Value	\$13,622	\$33,646
Margarine of animal or vegetable fats, lbs.	83,852	73,776
Value	\$12,503	\$13,799
Cottonseed oil, lbs.	1,124,093	1,077,450
Value	\$110,956	\$110,015

EIGHT MONTHS ENDED AUGUST, 1930.

	1930.	1929.
Total meats and meat products, lbs.	282,454,548	307,928,352
Value	\$49,779,408	\$55,231,187
Total animal oils and fats, lbs.	535,806,458	600,338,802
Value	\$60,007,744	\$77,876,027
Beef and veal, fresh, lbs.	2,071,403	2,050,606
Value	\$471,119	\$465,013
Beef pickled, etc., lbs.	8,973,710	7,781,367
Value	\$978,498	\$945,350
Pork, fresh, lbs.	12,412,731	7,828,446
Value	\$2,110,834	\$1,207,626
Wiltshire sides, lbs.	3,610,726	5,518,726
Value	\$894,729	\$927,454
Cumberland sides, lbs.	3,220,506	4,200,207
Value	\$613,546	\$830,863
Hams and shoulders, lbs.	92,471,804	91,126,249
Value	\$18,422,771	\$19,284,400
Bacon, lbs.	72,932,821	96,842,921
Value	\$11,174,519	\$14,704,531
Pickled pork, lbs.	22,748,776	29,851,801
Value	\$3,178,951	\$4,368,067
Oleo oil, lbs.	36,334,498	45,301,292
Value	\$4,017,768	\$5,007,348
Lard, lbs.	47,007,708	536,980,900
Value	\$53,480,032	\$69,597,655
Neutral lard, lbs.	9,621,192	13,366,389
Value	\$1,145,503	\$1,767,703
Lard compounds, animal fats, lbs.	1,525,975	2,467,384
Value	\$179,995	\$312,681
Margarine of animal or vegetable fat, lbs.	500,020	532,881
Value	\$77,950	\$96,631
Cottonseed oil, lbs.	20,068,692	14,165,109
Value	\$1,704,341	\$1,386,323
Lard compounds, vegetable fats, lbs.	4,206,614	4,266,476
Value	\$563,186	\$584,582

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended September 27, 1930, were as follows:

HAMS AND SHOULDERS INCLUDING WILTSHIRES.

	Week ended Sept. 27, 1930.	Sept. 28, 1930.	Sept. 29, 1930.	Sept. 30, 1930.
Total	904	1,323	656	99,869
To Belgium	1	1	1	1
United Kingdom	637	1,217	528	80,227
Other Europe	15	15	15	616
Cuba	32	32	2	3,720
Other countries	232	74	126	13,427

BACON, INCLUDING CUMBERLANDS.

	1930.	1929.	1930.	1929.
Total	1,144	2,027	1,213	8,471
To Germany	14	348	81	4,095
United Kingdom	615	761	656	41,866
Other Europe	396	853	330	19,156
Cuba	20	20	10,567	10,567
Other countries	119	65	126	5,787

LARD.

	1930.	1929.	1930.	1929.
Total	7,249	9,775	5,148	502,054
To Germany	2,453	5,569	1,802	96,768
Netherlands	1,173	1,173	185	29,772
United Kingdom	3,487	4,210	1,588	13,149
Other Europe	704	1,387	359	54,806
Cuba	39	1,082	895	54,449
Other countries	137	325	319	94,312

PICKLED PORK.

	1930.	1929.	1930.	1929.
Hams and shoulders, Bacon, Lard, M lbs.	904	1,144	7,249	215
Exported to:				
United Kingdom (Total)	657	615		
Liverpool	344	350		
London	93	72		
Manchester	3	3		
Glasgow	144	184		
Other United Kingdom	23	23		

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended September 27, 1930, amounted to 6,440 metric tons, compared with 5,220 metric tons for the same period of 1929.

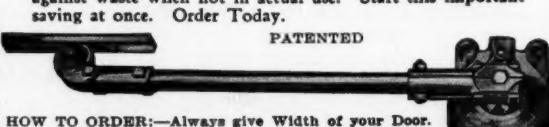
Watch "For Sale" page for bargains.

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AUTOMATIC LOCK & CLOSER COMPANY

ST. LOUIS, MISSOURI

Form 2075

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The developments in the tallow market the past week again disclosed the weak underlying position of the market. Prices at New York sagged to 4½c f.o.b. for extra, the lowest levels witnessed since 1920-21. It was estimated that between 250,000 and 500,000 lbs. of tallow changed hands during the week. The leading consumers continued their scale-down buying attitude, and sellers, apparently unsettled by the general weakness in commodities and the renewed break in stocks, had to meet buyers' ideas to move fair quantities of tallow.

After the new lows were established, there was a sharp rally in outside commodities. This made for a steadier feeling in tallow, but there was no indication that buyers would come up in their ideas. There was a general feeling, however, that tallow values were too low and that there was room for improvement. No undue pressure of supplies was in evidence.

At New York, special was quoted at 4½c; extra, 4¾c; edible, 6½@7c nominal.

At Chicago, tallow trading was quiet. Offerings were rather liberal, but demand was somewhat below normal. At Chicago, edible was quoted at 6¾c; fancy, 5½c; prime packer, 5½c; No. 1, 5c; No. 2, 4c.

There was no auction at London this week. At Liverpool, Australian fine was quoted at 31s 3d and good mixed at 29s 6d. The market ruling unchanged from the previous week.

STEARINE—A quiet and barely steady market was in evidence in the East the past week. Oleo was quoted at 9½@9¾c. At Chicago, the market was dull and steady. Oleo was quoted at 9c.

OLEO OIL—The market was quiet, with only routine interest, and was barely steady. Extra at New York was quoted at 9½@9¾c; medium, 9½@9¾c; lower grades, 8¾c. At Chicago, the market was quiet and about steady. There was no pressure. Extra was quoted at 9¾c.

See page 43 for later markets.

LARD OIL—Demand was hand-to-mouth, and the market was about steady. Edible at New York was quoted at 13¾c; extra winter, 10½c; extra, 10¾c; extra No. 1, 10c; No. 1, 9¾c; No. 2, 9½c.

NEATSFOOT OIL—Demand was small and mostly for nearby needs, but the undertone was steady. Pure at New York was quoted at 12c; extra, 10¼c; No. 1, 10c; cold test, 16¾c.

GREASES—Demand in this quarter the past week was moderate and the undertone was weaker. New low prices were made in the downward movement, these following the break in tallow and reflecting soapers' attitude of taking hold on a scale downwards. At times, a fair business passed in certain grades, but there was no general demand. A let-up in demand for white grease was reported, and while there was no pressure of offerings of white, the situation

as far as prices were concerned were easier.

At New York, yellow and house were quoted at 4½@4¾c; A white, 4¾@4¾c; B white, 4½@4¾c; choice white, 6½c nominal.

At Chicago, trading was quiet in greases, with offerings fairly plentiful. Demand was reported considerably below normal. Choice white grease was offered at 5¾c Chicago basis. Demand was quiet. At the lower prices, demand was fair for medium and low grade greases. At Chicago, brown was quoted at 4c; yellow, 4½@4¾c; B white, 5c; A white, 5½c; choice white, 5¾c.

By-Products Markets

Chicago, October 2, 1930.

Blood.

Domestic blood is quoted at \$3.75. The market is easier.

Unit
Ammonia.
\$3.75@4.00

Digester Feed Tankage Materials.

The demand continues to ease off. Best grades at Chicago are offered at \$4.00 & 10c.

Unit Ammonia.
\$4.00@4.25

Unground, 11½ to 12% ammonia. \$ @4.00
Unground, 6 to 8% ammonia..... 3.00@3.25 & 10
Liquid stick 3.25@3.50
Steam bone meal, special feeding,
per ton 38.00@40.00

Packinghouse Feeds.

Product continues in good demand. Prices are quoted on carload basis, f.o.b. producing points.

Digester tankage, meat meal..... \$ @60.00
Meat and bone scraps, 50% @60.00

Fertilizer Materials.

The market for fertilizer materials continues quiet and featureless. Prices are quoted about 10c lower.

Unit Ammonia.
High grd. ground, 10@11% am. \$ 2.70@ 2.80 & 10
Low grd., and ungrd., 6-9% am. @ 2.40 & 10
Bone tankage, low grd., per ton 16.00@18.00
Hoof meal 2.65@ 2.90

Cracklings.

The crackling market is easy and shows little change. Demand has fallen off somewhat. Prices are nominal.

Per Ton.

Hard pressed and exp. unground, per
unit protein \$.90@ .95
Soft brd. pork, ac. grease & quality 55.00@60.00
Soft brd. beef, ac. grease & quality 45.00@50.00

Bone Meals (Fertilizer Grades).

The bone meal market is showing little activity. Quotations are nominal.

Raw bone meal for feeding..... \$ @32.00
Steam, ground, 3 & 50..... 27.00@28.00
Steam, unground, 3 & 50..... 25.00@26.00

Gelatin and Glue Stocks.

Market continues featureless. Few

offerings are being made. Buyers show little interest.

Kip stock	\$35.00@38.00
Calf stock	42.00@45.00
Hide trimmings	30.00@31.00
Horn pits	29.00@30.00
Cattle jaws, skulls and knuckles	30.00@31.00
Sinews, pizzles	30.00@31.00
Pig skin scraps and trim, per lb.	3¾@4c

Horns, Bones and Hoofs.

Per Ton.	
Horns, according to grade..... \$85.00@180.00	
Mfg. shin bones	50.00@ 70.00
Cattle hoofs	25.00@ 30.00
Junk bones	17.00@ 18.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

There is practically no interest. There has been no trading as yet in winter hair. Prices are nominal.

Coll and field dried..... 1¼@ 1½c
Processed, grey, summer, per lb. 2 @ 2½c
Processed, grey, winter, per lb. @ 4c
Cattle switches, each*..... 1½@ 2¾c

* According to count.

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Oct. 1, 1930.—This week trading has been on a very limited scale and there have been practically no changes in prices from last week.

Some sellers are asking \$4.10 and 10c c.i.f. for whale guano, as this material is not being offered quite as freely and the demand has improved. Some heavy sales have been made during the past ten days, both out of store at Atlantic ports and for shipment. These sales were made at \$4.00 and 10c Atlantic Coast ports.

The Chilean Nitrate Producers Assn. have fixed the future price of nitrate on the same basis as the prices that prevailed during the past few months. This is subject to the approval of the Chilean government.

Domestic fish scrap remains unchanged and the tendency is downward in price, and with practically no offerings of foreign fish guano or herring guano at the present time.

South American ground dried blood is offered at \$3.55 per unit c.i.f. U. S. ports, with an indication that bids of \$3.50 might be accepted.

AUGUST CANADIAN SLAUGHTERS.

Total inspected slaughter of livestock at leading Canadian centers for August, 1930, with comparisons:

	Aug., 1930.	Aug., 1929.	Aug., 1930.
Cattle	48,231	66,453	365,400
Calves	26,736	38,448	279,253
Hogs	123,580	160,845	1,288,331
Sheep	79,223	76,702	265,283

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

October 4, 1930.

TRADE GLEANINGS

The recently completed municipal abattoir at Columbus, Miss., is now in operation.

Kohrs Packing Co., Davenport, Ia., has let contract for a \$10,000 addition to its plant.

The Elkhart Packing Co., Elkhart, Ind., plans a three-story addition to cost \$25,000.

Eastern Cotton Oil Co., Norfolk, Va., has increased its capital from \$1,750,000 to \$2,750,000.

Southland Cottonseed Products Co., Kansas City, Mo., has been incorporated with a capital stock of \$100,000.

The Carstens Packing Co., Tacoma, Wash., plans to erect a four-story office building, 67 by 160 ft., to cost \$61,000.

A turkey packing plant and buying station is planned by the Pacific Commonwealth Co-Operative Association for Willows, Cal.

Work has been started on the packing plant of the newly-organized King City Meat Co., King City, Cal. The Company is incorporated with a capital stock of \$50,000.

Geo. A. Hormel & Co., Austin, Minn., recently opened a distributing plant at Charlotte, N. C., for its packinghouse products and sealed meats. M. C. Werness is manager of the plant.

The Humko Lard Co., Memphis, Tenn., recently organized by S. L. Kopald and Herbert Humphreys, has acquired the Memphis refinery of the National Cottonseed Products Corporation.

A new meat packing plant, to cost \$85,000 will be erected in Clarkston, Ida., by W. H. Bristol of Lewiston, Ida. The main building will be 64 by 120 ft., two stories high, of reinforced concrete.

COTTONSEED LINTER OUTPUT.

The production of cottonseed linters in the United States in 1930 totaled 1,038,170 running bales, compared with 1,085,766 in 1929 and 875,121 in 1928. The 1927 production totaled 1,041,864.

Of the 1930 production 346,307 were mill run, 176,966 first cut and 514,897 second cut.

Texas was the largest producer with 268,674 bales, Mississippi second with 182,370 bales. Arkansas produced 99,403, Georgia 89,480 and Oklahoma 75,221. All other states produced under 75,000 bales.

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

The Blanton Company

ST. LOUIS
Refiners of

VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for January, February, March, April, May, June, July and August, 1930, with comparisons:

LARD PRODUCED, CONSUMED AND STOCKS
(A) (1) PRODUCED.

	1930. Lbs.	1929. Lbs.
January	177,251,000	213,780,000
February	147,725,000	164,915,000
March	123,565,000	128,000,000
April	123,565,000	129,953,000
May	135,785,000	141,980,000
June	133,563,000	144,272,000
July	125,351,000	139,693,000
August	Not available	121,894,000
Total for year.....	Not available	1,763,143,000

CONSUMED.

(B) (2) EXPORTS.

	1930. Lbs.	1929. Lbs.
January	75,186,900	92,261,740
February	67,576,850	67,896,240
March	67,625,102	72,745,182
April	51,200,559	60,167,810
May	57,617,108	65,483,026
June	57,691,625	68,265,780
July	52,441,742	64,444,014
August	Not available	51,077,408
Total for year.....	Not available	847,857,918

(C) DOMESTIC.

	1930. Lbs.	1929. Lbs.
January	60,801,010	64,504,231
February	60,160,150	65,326,760
March	64,074,508	65,267,818
April	72,627,441	72,758,190
May	61,721,899	77,512,974
June	70,235,345	59,590,220
July	60,899,258	69,423,906
August	Not available	88,848,592
Total for year.....	Not available	918,339,080

TOTAL.

	1930. Lbs.	1929. Lbs.
January	166,078,000	156,766,000
February	127,686,000	131,718,000
March	131,700,000	129,012,000
April	123,828,000	132,926,000
May	125,329,000	145,006,000
June	127,953,000	127,856,000
July	113,341,000	125,866,000
August	Not available	145,922,000
Total for year.....	Not available	1,766,197,000

(D) STOCKS HELD END OF MONTH.

	1930. Lbs.	1929. Lbs.
On hand beginning of year.....	81,506,000	84,557,000
January	92,676,000	141,571,000
February	112,715,000	174,768,000
March	105,144,000	179,678,000
April	104,881,000	184,705,000
May	115,327,000	183,688,000
June	120,957,000	200,104,000
July	118,923,000	203,931,000
August	89,140,000	179,899,000

(A) Includes entire production both neutral and other edible, by federally inspected plants and also production, both neutral and other edible by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packinghouse plants only.

(1) Source: U. S. Bureau of Agricultural Economics, Dept. of Agriculture.

(2) Source: U. S. Bureau of Foreign and Domestic Commerce, Dept. of Commerce.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Oct. 1, 1930.—The price of cottonseed meal in the Memphis futures market advanced \$1.00 per ton on all positions in a rather inactive but very strong market. Opening bids and offers were rather far apart due to uncertainty of the trade as to value, and when buying orders came into the pit it was found that offerings were very limited. Some few trades were made at last night's close, but thereafter the market was immediately bid up by shorts and anxious buyers. Final

sales were made at \$1.00 per ton advance.

Action of the meal market today was paralleled by all other future markets, grain, cotton, cottonseed oil and stocks all showing a constructive tendency with values much higher than yesterday.

Spot handlers report an improved demand at higher prices and mill offerings have become much less free on both oil and meal, the assumption being that they have sold a sufficient amount of their products to take care of their immediate run. There is a large open interest in the meal market.

Cottonseed was slightly higher today on account of the advance in oil and meal. Buyers were unwilling to pay much more for seed than they were yesterday.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Oct. 2, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

	Shortening.	Per lb.
North and Northeast:		
Carrots, 26,000 lbs.....	10 1/4	
3,500 lbs. and up.....	10 1/2	
Less than 3,500 lbs.....	11	
Southeast:		
3,500 lbs.....	10 1/4	
Less than 3,500 lbs.....	10 1/2	
Southwest:		
Carrots, 26,000 lbs.....	10 1/4	
10,000 lbs. and up.....	10 1/2	
Less than 10,000 lbs.....	10 1/4	
Pacific Coast:		
Salad Oil.		
North and Northeast:		
Carrots, 26,000 lbs.....	10 1/4	
5 bbls. and up.....	10 1/2	
1 to 4 bbls.....	11	
South:		
Carrots, 26,000 lbs.....	9 1/2	
Less than carrots.....	10 1/2	
Pacific Coast:		
Cooking Oil—White.		
1/4 per lb. less than salad oil.		
Cooking Oil—Yellow.		
1/4 per lb. less than salad oil.		

SEEK TO STOP MARGARINE TAX.

A suit to restrain collection of taxes on a product made of cocoanut oil, peanut oil, salt, water and coloring on the theory that it is colored oleomargarine has been instituted against the Commissioner of Internal Revenue by the Higgins Manufacturing Co., of Providence, R. I.

The plaintiff holds that the product specified is not taxable as oleomargarine, and claims that attempts of the Bureau of Internal Revenue to class it as such and to collect a tax on it have caused the company considerable expense and loss of business and will continue to do so if continued. The court is asked to restrain the commissioner from classifying the product as oleomargarine or attempting to fine its agents or customers for selling it as such.

AUGUST MARGARINE REVENUES.

Internal revenue collections on oleomargarine during August, 1930, totaled \$68,479.00 on the colored product and \$59,975.77 on the uncolored. This compares with \$114,867.80 on colored in August, 1929, and \$61,607.90 on uncolored.

Vegetable Oil Markets

WEEKLY REVIEW

Market Active—New Lows Established

—Hedging and Liquidation Feature—

Crude Easier—Cash Trade Quieter—

Outside Weakness Factor — Scale

Down Buying Continues — Weekly

Weather Bullish—Private Crop Es-

timates Larger.

There was a noticeable disposition in the cotton oil trade on the New York Produce Exchange this week to confine operations almost entirely to new contracts, the latter being a more equitable contract to both sides. As a result, more southern speculative interest was attracted. The oil market most of the week continued under the influence of the demoralization in outside markets. Grains, cotton, rubber and sugar were at new season's lows, and with financial markets under pressure, the result was that oil also established new low season records.

The pressure on the oil market, however, was not very extensive. It came in the way of hedging sales and liquidation and met with rather stubborn resistance, there being persistent scale-down buying in new March. No important deliveries made their appearance on October contracts. As a result, interest in the old position was small and mixed and without particular feature.

The break in grain prices made for continued liquidation in lard and a lower market in the latter. Crude oil was easier, and cash oil demand somewhat quieter. Private cotton estimates were raised slightly over a month ago, ranging from 14,168,000 bales to 14,718,000 bales.

Lard Stocks Decrease.

When the outside markets developed an oversold condition and recovered somewhat, lard and oil responded readily to the better outside feeling. The lard stocks at Chicago decreased nearly 19,000,000 lbs. during September. They now total only 26,992,000 lbs., compared with 85,448,000 lbs. at this time last year.

The tallow market in the East was

under pressure and established new lows for ten years or more. Extra, f.o.b. New York, sold at 4½c. Compound price was lowered ¼c at New York to 10½c in car lots and 10¾c smaller lots.

Crude oil in the Southeast and Valley declined to 6½c sales. That figure was later bid. In Texas, bids were lowered to 5½c at one time but were understood to have been refused. There has been a fair movement of crude oil of late. The effects of this was felt to some extent on the future market, but offsetting the latter there has been further buying of new contracts through houses with southern connections. A

fair portion of this buying was credited to southern mills.

Drop in Consumption Expected.

Crude oil in the March delivery continued to show a favorable hedging differential, so much so that there was selling at times through brokers with western wire connections. This was looked upon as hedge selling by packers. The local element had been pressing the market rather generally but they ran quickly when the market showed signs of strengthening and were inclined to even up.

September consumption of oil expected to run somewhere around the August figure of 315,000 bbls., compared with 356,000 bbls. a year ago. While fresh cash demand was quiet and of a hand-to-mouth character owing to the many uncertainties prevailing in the business world, the distribution of cotton oil against old orders was going on steadily and the indications are that October consumption will be on a heavy scale.

COCOANUT OIL — The position of the market continued unsteady. Demand is limited and offerings fair. At New York, bulk oil was quoted at 5½c; tanks, nominally 5½@5¾c. At the Pacific Coast, nearby tanks were quoted at 5c; shipment, 5@5½c, according to position.

CORN OIL — A limited demand and easiness in other directions made for a barely steady tone in corn oil. Quotations were 6¾c f.o.b. mills.

SOYA BEAN OIL — There was nothing new in this quarter, and with conditions entirely nominal, domestic oil f.o.b. mills was reported at 9c New York and 8@8½c f.o.b. mills. Pacific Coast tanks were nominally 8¾c.

PALM OIL — With consuming demand rather limited and easiness prevailing in competing quarters, the undertone was barely steady. At New York, shipment bulk was quoted as follows: 20 per cent soft, 5.20c; 12½ per cent acid, 5.25c; 25 per cent acid, 5.15c; Nigre for shipment, 4.80c.

PALM KERNEL OIL — A slow demand was reported in this market, but conditions were largely nominal. At New York, tanks were quoted at 5½c; shipment oil bulk, 5c.

OLIVE OIL FOOTS — Demand was



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company
Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

rather slow, consumers holding off, and with offerings fair, the market was easy. Nearby New York was quoted at 6½c; shipment 6½@6¾c according to position.

RUBBERSEED OIL—Market at New York quoted at 90c nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Store stocks were light and steadily held at New York with store oil quoted about ¾c over October. Southeast crude sold at 6¾c; later 6¾c was bid for Valley; Texas, 5¾c bid and refused.

COTTONSEED OIL—Market transactions at New York:

Friday, September 26, 1930.

Old	—Range—		—Closing—		
	Sales.	High.	Low.	Bid.	Asked.
Spot		800	a	875	
Sept.		800	a	875	
Oct.	700	760	755	755	a 759
Nov.		760	a	765	
Dec.		765	a	770	
New					
Nov.	1	745	745	745	a
Dec.	6	744	742	742	a
Jan.	5	752	748	745	a 747
Feb.		740	a	755	
Mar.	13	760	753	754	a 753
Apr.		758	a	765	

Sales, including switches, Old 700 bbls., New 25 Contracts. Crude S. E. 6%@6¾c.

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively
ALL VEGETABLE OILS
In Barrels or Tanks
COTTON OIL FUTURES
On the New York Produce Exchange

The Procter & Gamble Co.

refiners of all grades of

COTTONSEED OIL

PURITAN—Winter Pressed Salad Oil

BOREAS—Prime Winter Yellow

VENUS—Prime Summer White

STERLING—Prime Summer Yellow

WHITE CLOVER—Cooking Oil

MARIGOLD—Cooking Oil

JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Shortenings and Margarines
(58°-60° tire)

COCONUT OIL

MOONSTAR—Cocoanut Oil

P & G SPECIAL—(hardened) Cocoanut Oil

General Offices, Cincinnati, Ohio

Cable Address: "Procter"

Saturday, September 27, 1930.

Old	Spot	200	753	753	750	a	755
Oct.	200	753	753	750	a	755	
Nov.				735	a	775	
Dec.	100	764	764	764	a	....
New							
Nov.				730	a	750	
Dec.				730	a	743	
Jan.				740	a	745	
Feb.				740	a	755	
Mar.	7	751	750	751	a	....
Apr.				755	a	763	

Sales, including switches, Old 300 bbls., New 7 Contracts. Crude S. E. 6%@6¾c.

Monday, September 29, 1930.

Old	Spot	300	745	742	740	a	750
Oct.	300	745	742	740	a	750	
Nov.				735	a	760	
Dec.	100	753	753	751	a	756	
New							
Nov.				720	a	745	
Dec.				720	a	734	
Jan.				725	a	734	
Feb.				730	a	737	
Mar.	61	747	739	739	a	....
Apr.				740	a	745	
May	1	750	750	745	a	748	

Sales, including switches, Old 400 bbls., New 62 Contracts. Crude S. E. 6@6¾c.

Tuesday, September 30, 1930.

Old	Spot	500	750	750	750	a	770
Oct.	500	750	750	750	a	770	
Nov.				740	a	770	
Dec.	400	756	756	756	a	....
New							
Nov.				725	a	739	
Dec.				720	a	735	
Jan.	2	725	725	725	a	733	
Feb.				727	a	740	
Mar.	26	740	733	737	a	....
Apr.				739	a	745	
May	6	746	743	745	a	748	

Sales, including switches, Old 900 bbls., New 34 Contracts. Crude S. E. 6@6¾c.

Wednesday, October 1, 1930.

Old	Spot	780	a	780			
Oct.		766	a	780			
Nov.		745	a	800			
Dec.		773	a	780			
New							
Nov.				730	a	770	
Dec.				735	a	748	
Jan.	1	746	746	740	a	750	
Feb.				745	a	755	
Mar.	43	758	740	755	a	756	
Apr.				758	a	765	
May	4	767	760	760	a	767	

Sales, including switches, Old NIL bbls., New 48 Contracts. Crude S. E. 6% Sales and Bid.

Thursday, October 2, 1930.

Old	Spot	790	790	770	a	790	
Oct.	790	790	770	a	790		
Nov.	780	770	765	a	780		
Dec.			763	a	....	
New							
Dec.			725	a	740		
Jan.			728	a	740		
Mar.	756	745	744	a	747		

See page 43 for later markets.

HULL OIL MARKET.

Hull, England, Oct. 1, 1930.—(By Cable)—Refined cottonseed oil, 25s; Egyptian crude cottonseed oil, 21s 6d.

IMPORTED EDIBLE OIL COSTS.

Costs of producing vegetable oils will be one of the subjects of study by the United States Tariff Commission in compliance with Senate resolutions. The need for the study was presented by Senator Sheppard of Texas, whose resolution directed the commission to submit to congress a detailed study of the costs of production and transportation to principal consuming markets in the United States of cocoanut oil and copra from the Philippines and other large producing countries. A similar study is to be made of palm, palmkernel, whale, rapeseed, perilla and same oils.

The kinds and amounts of domestic oils and fats replaced by these imported oils is to be stated.

This study must be conducted under the general investigating powers of the Tariff Commission, as the products are not produced in the United States, and therefore the investigation can not come under the flexible provision of the tariff act.

LARD EXPORTS DECLINE.

Both lard and bacon exports during the first six months of 1930 declined, while exports of hams showed a slight volume increase, according to an analysis of the country's exports and imports recently released by the Chamber of Commerce of the United States.

Lard exports, at a lower average price, were 10 per cent below the 1929 quantity, although only 3 per cent lower than the five-year average. The value was 22 per cent less than a year ago and 24 per cent below the five-year average.

Cured hams and shoulders were exported in somewhat larger quantity than a year ago, but the value was off 5 per cent. Bacon exports showed decreases in both quantity and value, the loss being 17 per cent and 15 per cent, respectively.

Both the quantity and value of imported meats were much smaller than in the similar period of 1929.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Sept. 30, 1930.—Extra tallow, f.o.b. seller's plant, 5½c lb.; Manila cocoanut oil, tank coast, 5@5½c lb.; Manila cocoanut oil, tanks, New York, 5¾c lb.; Cochin cocoanut oil, barrels New York, 7½@7¾c lb.

P. S. Y. cottonseed oil, barrels New York, 9½@9½c lb.; crude corn oil, barrels New York, 8½@9c lb.; olive oil foots, barrels New York, 7@7½c lb.; 5 per cent yellow olive oil, barrels New York, 85@90c gal.

Crude soya bean oil, barrels New York, 10½@11c lb.; palm kernel oil, barrels New York, 8½@9c lb.; Niger palm oil, casks New York, 5¾@6c lb.; Lagos palm oil, casks New York, 6@6½c lb.; glycerine, C. P., 13½@14c lb.; glycerine, dynamite, 10c lb.

Watch the "Wanted and For Sale" page for business opportunities or bargains in equipment.

October 4, 1930.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were irregular the latter part of the week, but the under-tone was firm on outside buying, covering, small lard stocks, a good cash demand, limited hedge pressure and comparatively light hog marketings. Stronger grain markets helped considerably.

Cottonseed Oil.

Cotton oil was moderately active and barely steady on short covering, and a weakened technical position. Hedge pressure was moderate, but outside buying power was small. Crude sold at 6½c in the Southeast. That figure was bid for Valley; Texas, 6c bid.

Quotations on cottonseed oil at New York Friday noon were: Old contract—Oct., \$7.60@7.80; Nov., \$7.50@7.80; Dec., \$7.60@7.67.

New contract.—Nov., \$7.25@7.55; Dec., \$7.25@7.40; Jan., \$7.30@7.45; Feb., \$7.30@7.50; March, \$7.49; Apr., \$7.50@7.60; May, \$7.59@7.61.

Tallow.

Tallow, extra, 4¾c.

Stearine.

Stearine, oleo, 9c.

FRIDAY'S GENERAL MARKETS.

New York, Oct. 3, 1930.—Lard, prime western, \$12.05@12.15; middle western, \$11.90@12.00; city, 11½c; refined continental, 12½c; South American, 12½c; Brazil kegs, 13½c; compound, 10¼c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Oct. 2, 1930.—General provision market continued dull and quiet. No demand for American cut hams or picnics. Square shoulders inactive. Pure lard fair. Supplies light.

Friday's prices were as follows: Hams, American cut, 86s; Liverpool shoulders, square, 74s; hams, long cut, none; picnics, 65s; short backs, 90s; bellies, clear, 86s; Canadian, none; Cumberrlands, 76s; Wiltshires, none; spot lard, 63s 6d.

EUROPEAN PROVISION CABLES.

The market at Hamburg was weak during the week ended September 27, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 764 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 94,000, at a top Berlin price of 13.63 cents a pound, compared with 66,000, at 19.03 cents a pound, for the same week of last year.

The Rotterdam market was weak.

The market at Liverpool was firm because of small arrivals.

The total of pigs bought in Ireland for bacon curing was 20,000 for the week, as compared with 21,000, for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending September 26, 1930, was 121,400, as compared with 79,000 for the corresponding week of last year.

The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

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TANNERS' AUG. HIDE STOCKS.

Stocks of raw hides and skins held by tanners on Aug. 31, 1930, with comparisons, are given by the U. S. Department of Commerce as follows:

	Aug. 31, 1930.	July 31, 1930.
Cattle, total, hides.....	1,283,816	1,366,825
Green salted:.....		
Steers, hides.....	450,647	507,419
Cows, hides.....	471,512	498,397
Bulls, hides.....	31,869	26,676
Unclassified, hides.....	281,315	278,252
Dry or dry salted, hides.....	48,473	56,061
Calf, skins.....	1,741,900	1,878,681
Kip, skins.....	215,498	210,670
Sheep and lamb, skins.....	9,298,110	9,007,122
Goat and kid, skins.....	11,532,897	11,878,276
Cabretta, skins.....	1,420,947	1,260,585

Stocks at 7 Markets

Sharp declines occurred in stocks of all cured meats and lard during September, part of this being due to the smaller number of hogs received during the month and part to the necessity of drawing on stocks on hand to satisfy consumer demand.

The total pickled meats on hand are the lowest for October 1 since 1926 and are nearly 35,000,000 lbs. under those of a year ago. Dry salt meat stocks declined 10,500,000 lbs. during September, and are practically 37,000,000 lbs. under those of last October 1.

Pickled picnics constitute the only item the stocks of which are higher than those of a year ago.

The general disposition on the part of packers has been not to accumulate during this period of low buying power but to serve the trade by moving product into consumptive channels. The only difficulty has been that competition among packers for the raw materials too often forced prices beyond an assured profitable level.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on Sept. 30, 1930, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	Sept. 30,	Aug. 31,	Sept. 30,
Total	122,739,971	150,205,365	156,747,364
S. P. meats.....	29,951,217	40,652,107	47,744,289
Total all meats.....	163,334,076	205,487,337	237,599,587
P. S. lard.....	28,220,437	44,951,181	86,584,984
Other meat.....	11,297,648	18,663,938	25,766,406
Total lard.....	39,518,089	63,615,117	112,651,390
S. P.			
regular hams.....	36,364,234	41,390,619	46,697,493
S. P. sknd. hams.....	35,885,493	42,270,591	49,794,590
S. P. bellies.....	28,576,701	39,221,329	44,652,216
S. P. picnics.....	21,564,240	27,109,802	14,700,585
S. P. fat backs.....	23,919,036	29,143,424	53,237,290
D. S. fat backs.....	4,006,849	8,675,021	11,306,527

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on Oct. 1, 1930, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

	Oct. 1, 1930.	Sept. 1, 1930.	Oct. 1, 1929.
Bacon, lbs.....	2,104,236	2,709,280	3,693,312
Hams, lbs.....	1,271,648	1,859,888	1,583,872
Shoulders, lbs.....	17,808	69,216	374,864
Lard, steam, tierces.....	801	1,030	391
Lard, refined, tons.....	425	1,410	4,939

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products at New York for week ended Sept. 26:

Point of origin.	Commodity.	Amount.
Argentine—Cured beef.....	400 lbs.	
Argentine—Canned corned beef.....	138,000 lbs.	
Brazil—Beef extract.....	41,912 lbs.	
Canada—Pork cuts.....	380 lbs.	
Canada—S. P. hams.....	21,000 lbs.	
Canada—Canned meats.....	5,808 lbs.	
Canada—Sausage.....	545 lbs.	
Canada—Bacon.....	4,460 lbs.	
Germany—Hams.....	1,435 lbs.	
Germany—Sausage.....	5,708 lbs.	
Germany—Bacon.....	364 lbs.	
Holland—Bouillon cubes.....	17,928 lbs.	
Holland—Ham.....	1,192 lbs.	

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Oct. 1, 1930, show exports from that country were as follows: To England, 122,695 quarters; to the Continent, 1,055 quarters.

Exports of the previous week were as follows: To England, 102,010 quarters; to the Continent, 13,570 quarters.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Oct. 2, 1930.

CATTLE—Compared with a week ago: All grades yearlings, steady to 25c lower, mostly steady; medium weight and weighty steers, unevenly 50c@\$1.25 lower, mostly \$1.00 down on all grades scaling over 1,200 lbs. Grained steers with weight predominated in run, yearlings remaining scarce. Extreme top yearlings, \$13.15; best weighty bullocks, \$12.00, bulk better grade yearlings selling at \$11.50@12.50, with heifers up to \$12.75; most weighty steers, \$11.00 down to \$9.00, only outstanding offerings or medium weight descriptions selling at \$11.50@12.25. She stock was scarce and 25c higher for week; bulls fully steady, also scarce; vealers, about 50c lower. There were approximately 11,000 western grassers in run, largest of season. Best killers, \$9.60; week's supply replacement cattle fairly well cleaned up at steady prices.

HOGS—Late upturn regained part of drastic price decline late last week and Monday. Lighter receipts were main bullish factor late. Compared with one week ago: Weights above 230 lbs., 50@65c lower; lighter weight butchers, 25@40c off; pigs and light lights, steady to 25c lower; packing sows, 15@25c off. Early top, \$10.10; late bulk, 230 to 310 lbs., \$9.70@9.90;

top, \$10.00; 180 to 220 lbs., \$9.60@9.80; few, \$9.85; 140 to 170 lbs., \$9.10@9.50; pigs, \$8.25@9.00; packing sows, 350 lbs. up, \$7.25@8.00; lighter weights and smooth sorts, \$8.00@8.35; few, \$8.50.

SHEEP—Compared with a week ago: Fat lambs, unevenly 25@40c higher. Fat sheep supply light, market 25@50c lower; late top slaughter lambs to outsiders, both natives and rangers, \$8.25, bulk under a light to moderate sort, \$7.75@8.10; native buck lambs, \$6.75@7.00; throwouts, mostly \$5.50@6.00; few light fat ewes, \$3.50, bulk \$2.00@3.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Oct. 2, 1930.

CATTLE—Light weight fed steers, 1,050 lbs. down, and yearlings found a fair demand all week at generally steady prices, but matured fed steers and western grassers slumped 50@75c, with spots \$1.00 lower on heavy natives. Yearling steers of outstanding quality topped at \$13.25, while choice mixed yearlings reached \$13.00. Bulk of matured fed steers ranged downward from \$11.00, and a spread of \$5.50@7.25 secured most of the straight grass steers. She stock and bulls were steady to unevenly lower; grass fat heifers off 50c. Vealers were steady to 50c lower, with top at \$10.50.

HOGS—Unevenness featured trade

in hogs, and values to date show declines of 35@50c, with extreme heavies off most. Light unfinished hogs have been under considerable pressure and have shown material losses. The late top rested at \$9.50 on good to choice 230 to 250 lbs. going on shipper account. Packing grades show a 25c decline.

SHEEP—Reduced receipts and fairly liberal shipping orders were factors contributing to the 35@50c advance in fat lamb values. Range lambs topped at \$7.75 to shippers and at \$7.60 to packers, with the high spot on Thursday's session. At the start, shippers secured choice offerings at \$7.25. Mature classes made strong to 25c higher prices. Best slaughter ewes \$8.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Oct. 2, 1930.

CATTLE—The general trend of cattle prices this week was downward. Compared with one week ago: Good and choice light weight steers and yearlings sold 25c lower; all other natives, westerns, mixed yearlings and heifers, 25@50c lower, with heavy steers showing the maximum decline; cows, cutters and low cutters steady after a drop early in the week; medium bulls, steady to 25c and 50c higher, better kinds and heavies showing the advance; good and choice vealers, 25c lower; cows and heifers steady. Bulk of native steers scored \$8.25@12.00, with \$12.50 paid for yearlings, \$12.25 for matured kinds and \$11.65 for heavies. Western steers



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THE NATIONAL PROVISIONER

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ranged from \$5.05@7.75; fat mixed yearlings and heifers, mostly \$9.75@12.00; top mixed, \$12.25; medium fleshed descriptions, largely \$6.00@9.00; cows, principally \$4.25@5.25; top, \$7.00; low cutters, \$2.50@3.00; top sausage bulls today, \$5.50; best vealers, \$12.75.

HOGS—Although broad advances featured swine trade on late sessions, a net loss of 10@25c was recorded for the week under review, sows losing 25c. Top price on Thursday was \$10.00, with bulk of 160 to 250 lbs., \$9.65@10.00; sows, mostly \$7.25@7.75.

SHEEP—Fat lambs gained 25c during the week, while throwouts and sheep held steady. Most fat lambs sold Thursday at \$7.50@7.75; common throwouts, \$4.50@5.00; fat ewes, \$2.50@3.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Oct. 2, 1930.

CATTLE—Fed steers and yearlings were in liberal supply early in the week and were under price pressure on most days. Yearlings found the best demand and showed the least decline, closing the week steady to 25c lower. Medium weights and weighty steers declined fully 25c, with extremes on plain quality kinds 25@50c lower. Other killing classes held mostly steady. Best weighty steers offered cashed at \$11.50. Several loads yearlings cleared at \$11.75@12.50, with strictly choice 1,052-lb. Angus at \$12.85.

HOGS—Light receipts arrived at the local market, but trend was irregular. A sharp downward revision developed early in the week, but was followed by some recovery. Comparisons Thursday with Thursday show most classes 25@50c lower, light lights showing most loss. Thursday's top held at \$9.60, with bulk to 190- to 290-lb. weights \$9.25@9.50; 170- to 190-lb. lights, \$9.00@9.35; packing sows, \$7.50@8.00; heavies, downward to \$7.00; stags, \$6.50@7.25.

SHEEP—Liberal receipts resulted in declining prices the first two days of the week, but this was followed by advances. Comparisons Thursday with Thursday show slaughter lamb values 15@25c higher; matured sheep steady. On Thursday, bulk slaughter range lambs values 15@25c higher; matured sheep steady. On Thursday, bulk slaughter range lambs sold \$7.00@7.40; native lambs, \$7.00@7.25; fed clipped lambs, \$6.75; slaughter ewes, \$1.75@2.65.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Oct. 2, 1930.

CATTLE—Trade generally showed lower price revisions for the week. Fed yearlings finished around 10@15c lower, and matured steers suffered a 25@40c break. Choice yearlings topped at \$12.50; several loads brought \$12.10 to \$12.40; medium weight beefers ranged up to \$12.00, and most grain feds moved at \$9.75@12.00. Fat she stock and bulls ruled weak to 25c lower; odd lots fed heifers ranged up to \$11.50; grassers went at \$8.50 down, and beef cows bulked at \$4.00@5.50. Most medium bulls cashed at \$4.00@4.75. The practical vealer top remained at \$10.00.

HOGS—Continued light receipts met with limited interest, and butcher

values were reduced 15c to mostly 25c, while packing sows suffered 35@50c losses during the period. Considerable improvements was evidenced late, and the top returned to \$9.40 after dipping to \$9.10. At the close most 190- to 300-lb. butchers earned \$9.00@9.40, while desirable 150- to 190-lb. averages brought \$8.25@9.00. Packing sows sold mainly at \$7.00@8.00.

SHEEP—The outstanding feature of the week's lamb trade was the 50c recovery in values from the rock bottom level of a week ago. Choice fat western lambs were salable around \$7.75. Better grade native lambs ranged from \$7.00@7.50, with strictly choice kinds to shippers up to \$7.65. Aged sheep values ruled 50c lower, and the top for fat ewes dropped to \$2.50.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Oct. 1, 1930.

CATTLE—The general cattle market for the week under review ruled steady to 25c higher on killing classes and mostly steady on feeders. Vealers closed strong to somewhat higher. Several loads of fed steers and yearlings sold from \$10.00@12.25; most fleshy Montana grass steers at \$7.75@8.25; bulk cashing at \$6.40@7.50; natives down to \$5.50 or below. Best range cows stopped at \$6.50; heifers, \$7.75; bulk cows, \$3.75@5.75; heifers, \$4.50@7.00, most bulls brought \$4.00@4.75. Good and choice vealers cleared from \$10.50@13.00.

HOGS—The market is 35@50c or more lower than a week ago. Better 160- to 275-lb. weights sold today at \$8.75@9.00; light lights, mostly \$8.50; bulk pigs, \$8.25. Packing sows bulked at \$7.00@7.50.

SHEEP—Fat lambs average 25c lower than a week ago; bulk ewe and wether lambs today \$7.00@7.25; buck lambs, \$6.00@6.25; common throwouts, \$4.00 or better. Native ewes are going to killers mostly at \$1.00@2.00.

THE WEEK IN HOG FUTURES.

Transactions in the hog future market are reported by the Chicago Livestock Exchange for the week ended Oct. 3, 1930, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended Oct. 3.	Total to Oct. 3.
Pounds sold	429,000	15,741,000
Hogs sold	1,870	68,900
Contracts sold .....	.....	985
Hogs delivered	1,748	12,746
Pounds delivered	356,670	2,967,170
A. v. hogs delivered .....	.....	233

Daily closing quotations for the week ended October 3, 1930, were as follows:

SATURDAY, SEPTEMBER 27, 1930.

	Un-Light.* Med. Heavy. even.
Sept.	\$10.75

MONDAY, SEPTEMBER 29, 1930.

Oct.	\$ 9.35
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TUESDAY, SEPTEMBER 30, 1930.

Dec.	\$ 8.70
Jan.	9.00

WEDNESDAY, OCTOBER 1, 1930.

Oct.	\$ 9.35
Dec.	\$ 8.60
Jan.	8.75

THURSDAY, OCTOBER 2, 1930.

Dec.	\$ 8.75
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FRIDAY, SEPTEMBER 3, 1930.

Dec.	\$ 8.85
Jan.	9.00

*Light hogs—not less than 170 lbs., nor more than 210 lbs.; Medium hogs—not less than 210 lbs., nor more than 260 lbs.; Heavy hogs—not less than 260 lbs., nor more than 310 lbs.; Un-even weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 100 lbs., or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

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Service Department: Washington, D. C.

October 4, 1930.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, September 27, 1930, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle	Hogs	Sheep
Armour and Co.	5,396	8,407	24,330
Swift & Co.	5,709	2,640	31,135
Morris & Co.	1,442	3,735	5,228
Wilson & Co.	4,006	5,270	8,519
Anglo-Amer. Prov. Co.	1,354	1,331	—
G. H. Hammond Co.	1,794	1,453	—
Libby, McNeill & Libby	343	—	—
Brennan Packing Co.	6,465	hogs;	Independent
Packing Co., 1,384 hogs;	Boyd, Lunham & Co.	1,082 hogs;	Hygrade Food Products Corp., 3,806
hogs;	Roberts & Oake,	hogs;	Agar Packing
Total:	Cattle, 20,044; calves, 4,640; hogs, 68,373; sheep, 69,212.		

KANSAS CITY.

	Cattle and Calves	Hogs	Sheep
Armour and Co.	4,427	4,213	8,729
Cudahy Pkg. Co.	4,008	2,897	8,254
Powder Straub Co.	217	—	—
Morris & Co.	2,797	2,125	5,051
Swift & Co.	4,611	6,362	11,693
Wilson & Co.	4,063	3,367	9,231
Others	633	760	40
Total	20,816	19,754	42,998

OMAHA.

	Cattle	Hogs	Sheep
Armour and Co.	4,202	7,200	11,530
Cudahy Pkg. Co.	4,052	5,377	18,426
Dold Pkg. Co.	1,050	4,612	—
Morris & Co.	1,982	5	5,995
Swift & Co.	4,547	4,224	17,450
Eagle Pkg. Co.	18	—	—
Geo. Hoffman & Co.	39	—	—
Mayerowich & Vail	5	—	—
Omaha Pkg. Co.	60	—	—
J. Rife Pkg. Co.	—	—	—
So. Omaha Pkg. Co.	67	—	—
Lincoln Pkg. Co.	206	—	—
Morell Pkg. Co.	—	—	—
Nestle P. Co.	108	—	—
J. Roth & Sons	55	—	—
Sinclair Pkg. Co.	604	—	—
Wilson & Co.	648	—	—
Others	—	18,007	—
Total	17,851	30,611	53,410

ST. LOUIS.

	Cattle and Calves	Hogs	Sheep
Armour and Co.	2,467	711	1,797
Swift & Co.	3,100	2,059	2,393
Morris & Co.	943	319	271
East Side Pkg. Co.	1,249	—	2,466
American Pkg. Co.	200	40	1,729
Krey Pkg. Co.	235	143	3,411
Sleoff Pkg. Co.	—	—	775
Others	3,727	760	12,072
Total	12,020	4,032	24,914
Not including 2,337 cattle, 1,505 calves, 30,277 hogs and 1,845 sheep bought direct.			8,379

ST. JOSEPH.

	Cattle, Calves	Hogs	Sheep
Swift & Co.	2,753	800	7,891
Armour and Co.	1,457	220	4,143
Morris & Co.	1,444	380	3,670
Others	3,716	1,600	5,811
Total	9,370	3,019	21,524

SIOUX CITY.

	Cattle, Calves	Hogs	Sheep
Cudahy Pkg. Co.	2,554	144	5,643
Armour and Co.	2,745	173	6,104
Swift & Co.	1,772	164	3,163
Smith Bros.	—	—	96
Others	2,897	107	9,094
Total	9,968	588	23,701

OKLAHOMA CITY.

	Cattle, Calves	Hogs	Sheep
Morris & Co.	1,906	1,194	2,049
Wilson & Co.	1,735	1,370	1,974
Others	174	—	631

	Cattle, Calves	Hogs	Sheep
Total	3,815	2,504	4,654
Not including 407 cattle bought direct.			562

WICHITA.

	Cattle, Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,311	429	3,672
Jacob Dold Co.	478	2	2,504
Fred W. Dold	102	—	361
Dunn-Osterberg	135	—	—
Wichita D. B. Co.	102	—	—
Total	2,128	431	6,537
Not including 1,437 hogs bought direct.			817

DENVER.

	Cattle	Calves	Hogs	Sheep
Swift & Co.	840	46	1,259	14,740
Armour and Co.	654	88	1,024	9,981
Blayney-Murphy Co.	267	56	909	182
Others	1,100	134	910	504
Total	2,861	326	4,102	25,407

ST. PAUL.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	3,357	3,024	15,973	10,406
Cudahy Pkg. Co.	585	1,110	—	—
Swift & Co.	4,354	4,327	24,150	16,158
United Pkg. Co.	1,356	126	89	—
Others	1,157	26	10,540	2,762
Total	11,000	8,617	50,663	29,473

MILWAUKEE.

	Cattle	Calves	Hogs	Sheep
Plankinton Pkg. Co.	1,440	4,003	14,190	1,576
Swift & Co., Chi.	—	—	995	—
U.D.B. Co., N.Y.	35	—	199	—
The Layton Co.	—	—	528	—
R. Gunz & Co.	128	22	75	58
Armour and Co., Mil.	567	2,268	—	—
N.Y.B.D.M.Co., N.Y.	34	—	—	—
Others	627	356	567	372
Total	2,852	7,249	15,568	3,001

INDIANAPOLIS.

	Cattle	Calves	Hogs	Sheep
Foreign	1,154	945	18,537	3,283
Kingan & Co.	1,028	460	10,200	1,003
Armour and Co.	317	67	1,555	24
Armour Abt. Co.	668	—	—	—
McGinnis Bros.	4	—	600	—
Brown Bros.	90	32	79	—
Schussler Pkg. Co.	28	—	271	—
Riverview Pkg. Co.	5	—	95	—
Meier Pkg. Co.	111	12	281	—
Indiana Pkg. Co.	50	10	164	—
Mass Hartman Co.	19	8	—	6
Art Wabnitz	2	28	—	29
Hoodier Abt. Co.	14	—	—	—
Others	776	150	252	1,150
Total	4,263	2,421	32,214	5,588

CINCINNATI.

	Cattle	Calves	Hogs	Sheep
S. W. Gäll's Sons	4	—	411	—
John Hilberg & Son	93	11	—	96
Gus Juengling	76	122	—	83
E. Kahn's Sons Co.	703	147	1,331	688
Kroger G. & B. Co.	214	112	982	—
J. Lohrey Pkg. Co.	4	—	261	—
Wm. G. Rehn's Sons	125	38	—	—
A. Sander Pkg. Co.	6	—	750	—
J. Schlueter's Sons	188	172	—	328
J. & F. Schrotz Co.	14	—	1,005	—
J. & F. Stegner	214	156	—	63
Ident Pkg. Co.	9	5	376	—
Others	590	482	5,010	654
Total	2,296	1,240	13,551	3,317

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended September 27, 1930, with comparisons:

	Week ended Sept. 27.	Prev. week.	Cor. week.
Chicago	20,044	29,300	25,631
Kansas City	20,816	24,198	22,564
Omaha (Incl. calves)	17,851	19,890	19,296
St. Louis	12,020	14,691	15,603
St. Joseph	9,370	11,820	13,229
Sioux City	9,968	9,478	8,927
Wichita	2,128	2,027	2,254
Denver	2,861	2,835	3,006
St. Paul	11,000	11,351	12,988
Milwaukee	2,852	2,852	3,761
Indianapolis	4,263	4,619	5,448
Cincinnati	2,296	3,042	3,234
Total	119,293	140,072	140,542

HOGS.

Chicago	68,573	61,393	72,117
Kansas City	19,754	21,861	28,536
Omaha	39,611	42,524	48,264
St. Louis	24,194	24,884	30,222
St. Joseph	21,524	20,966	21,524
Sioux City	23,701	25,846	29,877
Wichita	4,654	6,166	7,167
Denver	6,537	5,876	6,617
St. Paul	4,102	4,123	3,333
Milwaukee	56,663	42,656	51,924
Indianapolis	15,568	13,868	18,343
Cincinnati	18,551	17,493	14,604
Total	325,306	319,286	373,945

SHEEP.

Chicago	69,212	74,996	55,764
Kansas City	42,698	34,527	60,894
Omaha	44,410	45,146	32,412
St. Louis	8,579	8,844	8,343
St. Joseph	36,716	24,889	35,114
Sioux City	17,309	14,063	10,238
Wichita	562	322	415
Denver	25,407	51,435	25,403
St. Paul	29,475	27,196	32,626
Milwaukee	3,001	3,002	3,244
Indianapolis	5,588	5,331	

RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 27, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	800	6,000	5,000
Kansas City	400	700	2,500
Omaha	100	3,000	150
St. Louis	200	2,500	1,300
St. Joseph	100	2,500	—
Sioux City	300	2,500	700
St. Paul	3,000	800	9,000
Oklahoma City	100	500	100
Fort Worth	150	100	500
Milwaukee	100	600	—
Denver	100	8,100	—
Louisville	100	100	—
Wichita	100	100	—
Pittsburgh	100	2,000	200
Cincinnati	100	300	—
Buffalo	800	400	—
Cleveland	200	—	—
Nashville	100	200	—

TUESDAY, SEPTEMBER 30, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	24,000	25,000
Kansas City	12,000	7,000	32,900
Omaha	10,000	5,500	—
St. Louis	7,000	15,000	3,500
St. Joseph	2,700	3,500	6,500
Sioux City	4,000	3,500	15,500
St. Paul	1,300	9,500	2,500
Oklahoma City	1,200	1,000	100
Fort Worth	3,000	400	700
Milwaukee	700	2,500	600
Denver	1,800	900	7,200
Louisville	100	200	100
Wichita	1,000	2,400	600
Indianapolis	1,200	6,500	1,200
Pittsburgh	—	1,000	500
Cincinnati	400	2,000	500
Buffalo	100	800	100
Cleveland	200	1,700	2,000
Nashville	100	300	200

THURSDAY, OCTOBER 2, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	19,000	25,000
Kansas City	1,500	5,000	9,000
Omaha	2,000	4,000	23,000
St. Louis	1,800	8,500	4,000
St. Joseph	1,000	2,500	2,500
Sioux City	1,800	2,000	3,500
St. Paul	3,000	8,000	17,000
Oklahoma City	1,500	1,000	200
Fort Worth	1,500	500	3,300
Milwaukee	500	3,000	600
Denver	200	—	12,200
Louisville	100	300	400
Wichita	300	1,800	1,100
Indianapolis	400	4,000	1,000
Pittsburgh	—	300	300
Cincinnati	400	2,300	600
Buffalo	100	800	700
Cleveland	100	1,400	1,000
Nashville	400	300	300

FRIDAY, SEPTEMBER 3, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	2,500	16,000	—
Kansas City	600	4,000	1,000
Omaha	1,000	7,000	9,000
St. Louis	1,000	2,500	1,200
St. Joseph	500	2,500	500
Sioux City	1,000	3,000	5,000
St. Paul	800	8,500	5,000
Oklahoma City	900	900	100
Fort Worth	1,500	700	1,800
Milwaukee	200	1,200	100
Denver	100	700	11,700
Wichita	300	900	100
Indianapolis	400	4,500	1,200
Pittsburgh	—	1,800	500
Cincinnati	1,000	2,800	600
Buffalo	100	2,100	1,800
Cleveland	300	900	900

MONDAY, SEPTEMBER 29, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	29,000	42,000	30,000
Kansas City	35,000	8,000	12,000
Omaha	24,000	9,000	43,000
St. Louis	5,500	11,500	2,500
St. Joseph	7,000	3,500	7,500
Sioux City	15,000	4,500	15,000
St. Paul	11,500	11,500	19,000
Oklahoma City	1,000	800	—
Fort Worth	6,200	1,400	2,300
Denver	10,400	2,900	36,400
Louisville	400	700	—
Wichita	3,000	2,000	300
Indianapolis	500	5,000	500
Pittsburgh	1,500	3,200	4,000
Cincinnati	2,300	2,800	600
Buffalo	1,500	8,300	6,400
Cleveland	800	3,500	2,500
Nashville	400	400	600

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Oct. 2, 1930, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lb. lt. (140-180 lbs.) gd-ch.	\$ 9.10@ 9.50	\$ 9.15@ 9.75	\$ 8.00@ 9.00	\$ 8.00@ 9.00	\$ 8.50@ 9.00
Lb. wt. (180-180 lbs.) gd-ch.	9.25@ 9.70	9.50@ 9.85	8.50@ 9.35	8.80@ 9.30	8.75@ 9.25
(180-200 lbs.) gd-ch.	9.50@ 9.80	9.65@ 9.90	9.00@ 9.50	9.15@ 9.35	9.15@ 9.25
Med. wt. (200-220 lbs.) gd-ch.	9.60@ 9.90	9.75@ 10.00	9.25@ 9.60	9.20@ 9.45	9.15@ 9.25
(220-250 lbs.) gd-ch.	9.70@ 10.00	9.75@ 10.00	9.25@ 9.60	9.20@ 9.50	9.00@ 9.25
Hvy. wt. (250-290 lbs.) gd-ch.	9.70@ 10.00	9.65@ 10.00	9.00@ 9.50	9.10@ 9.50	8.75@ 9.25
(290-350 lbs.) gd-ch.	9.50@ 9.90	9.50@ 9.90	8.50@ 9.30	8.90@ 9.20	8.50@ 9.00
Pkg. sows (275-500 lbs.) med-ch.	7.10@ 8.50	7.00@ 7.75	7.00@ 8.00	6.75@ 8.00	7.00@ 7.75
Str. pigs (100-130 lbs.) gd-ch.	8.00@ 9.10	8.00@ 9.15	—	6.75@ 8.25	8.25@ 8.50
Avg. cost & wt. & Thurs. (pigs excl.)	8.93-243 lbs.	9.42-198 lbs.	8.19-258 lbs.	8.82-206 lbs.	8.39-219 lbs.

Slaughter Cattle and Calves:

STEERS (600-900 LBS.):	CHOICE	GOOD	MEDIUM	COMMON
Choice	12.50@13.25	12.50@13.00	11.75@12.75	11.75@13.00
Good	11.00@12.50	10.50@12.50	10.50@11.75	9.50@12.00
Medium	9.28@11.25	6.25@10.50	8.50@10.50	6.25@ 9.50
Common	6.50@ 9.25	5.00@ 6.25	5.25@ 8.50	5.00@ 6.25

STEERS (900-1,100 LBS.):

CHOICE	GOOD	MEDIUM	COMMON
11.75@12.50	12.00@12.75	11.50@12.75	11.00@12.75
10.25@12.50	10.25@12.00	9.75@11.75	9.75@11.75
9.50@12.25	9.50@11.75	8.75@11.75	8.75@11.75
8.50@10.25	6.25@10.25	8.25@10.50	6.25@ 9.50
6.00@ 9.00	5.25@ 6.25	5.25@ 8.50	5.00@ 8.25

STEERS (1,100-1,300 LBS.):

CHOICE	GOOD	MEDIUM	COMMON
11.00@12.25	11.25@12.25	11.25@12.25	10.25@11.75
9.00@11.00	9.50@11.25	9.00@11.50	8.50@11.00
8.00@10.00	6.25@ 9.75	8.00@ 9.75	6.00@ 8.75
5.75@ 7.75	5.25@ 6.25	5.25@ 8.50	5.00@ 7.00

STEERS (1,300-1,500 LBS.):

CHOICE	GOOD	MEDIUM	COMMON
10.50@12.00	11.00@12.00	10.50@11.75	10.25@11.50
8.75@10.50	9.25@11.00	9.00@11.50	8.50@10.50
7.50@10.50	6.50@ 9.50	7.00@ 9.75	6.00@ 9.50
5.75@ 7.75	4.25@ 6.50	5.00@ 7.00	4.50@ 6.00

COWS:

CHOICE	GOOD	COM-MED.	LOW CUTTER AND CUTTER
7.00@ 8.00	6.75@ 7.25	6.50@ 7.50	6.00@ 7.00
5.25@ 7.00	5.75@ 6.75	5.00@ 6.50	4.75@ 6.00
4.35@ 5.50	4.50@ 5.75	4.00@ 5.00	3.75@ 4.75
3.00@ 4.35	2.50@ 4.50	3.00@ 4.00	2.50@ 3.75

BULLS (YRLS. EX. BEEF):

Gd-ch.	Medium	Cul-med.
11.06@13.00	11.25@12.75	10.50@11.50
8.50@11.00	8.75@11.25	7.50@10.50
7.50@ 8.50	4.00@ 8.75	3.50@ 6.00
6.50@ 8.00	6.50@ 8.50	6.50@ 8.00
4.50@ 6.50	3.50@ 6.50	4.00@ 5.50

CALVES (250-500 LBS.):

Gd-ch.	Medium	Com-med.
6.50@ 8.00	6.50@ 8.50	6.50@ 8.50
5.50@ 6.50	5.50@ 6.75	5.75@ 6.75
4.50@ 5.50	4.50@ 5.50	4.00@ 5.50
3.00@ 4.35	2.50@ 4.50	3.00@ 4.00

Slaughter Sheep and Lambs:

Lambs (90 lbs. down): gd-ch.	Medium	(All weights)-Common
6.85@ 8.25	6.85@ 7.75	6.75@ 7.75
5.50@ 6.50	5.50@ 6.75	5.75@ 6.75
4.50@ 5.50	4.50@ 5.50	4.00@ 5.75
3.00@ 4.35	4.25@ 5.50	4.50@ 5.50

Yearling Wethers:

(90-110 lbs.)-Med-ch.	(90-120 lbs.)-Med-ch.	(120-150 lbs.)-Med-ch.
4.00@ 6.50	4.00@ 6.00	4.00@ 5.50
3.75@ 3.25	3.75@ 3.25	3.75@ 2.75
2.00@ 3.00	2.00@ 3.00	2.00@ 2.75
1.75@ 2.50	1.75@ 2.50	1.75@ 2.50

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended September 27, 1930:

<table border

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.				
	Cattle	Calves	Hogs	Sheep
Mon., Sept. 22...	15,766	2,410	41,349	24,840
Tues., Sept. 23...	5,207	2,161	23,401	18,142
Wed., Sept. 24...	9,085	2,163	18,506	24,110
Thurs., Sept. 25...	9,198	1,732	24,519	30,583
Fri., Sept. 26...	2,405	533	18,248	16,258
Sat., Sept. 27...	1,000	200	6,000	6,000

Total this week...	43,561	9,199	132,023	119,933
Previous week...	57,719	9,756	118,656	115,817
Year ago...	54,998	12,138	130,413	98,662
Two years ago...	58,618	11,764	114,579	127,693

Total receipts for month and year to Sept. 27, with comparisons:

—September—		Year	
1930.	1929.	1930.	1929.
Cattle	196,477	215,903	1,500,458
Calves	37,435	44,961	100,610
Hogs	457,288	447,702	5,522,833
Sheep	469,514	420,685	3,043,741

SHIPMENTS.				
	Cattle	Calves	Hogs	Sheep
Mon., Sept. 22...	3,650	77	5,151	7,072
Tues., Sept. 23...	3,825	170	2,391	9,454
Wed., Sept. 24...	8,002	34	1,619	8,401
Thurs., Sept. 25...	3,121	207	2,084	11,059
Fri., Sept. 26...	897	25	4,798	10,336
Sat., Sept. 27...	400	...	1,500	3,000

WEEKLY AVERAGE PRICE OF LIVE STOCK.				
	Cattle	Hogs	Sheep	Lambs
Week ended Sept. 27.	\$11.05	\$ 9.65	\$ 3.00	\$ 7.55
Previous week	10.85	10.00	3.25	7.00
1929	13.60	10.00	4.50	12.75
1928	15.60	10.00	5.75	13.45
1927	13.35	10.65	5.75	13.70
1926	10.70	12.20	6.35	13.75
1925	11.65	12.95	6.85	14.60

Av. 1925-1929....\$13.00 \$11.35 \$ 5.85 \$13.65

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs, and sheep for packers at the Chicago Stock Yards:

	Cattle	Hogs	Sheep
*Week ended Sept. 27...	28,200	114,500	68,600
Previous week	41,400	102,900	80,400
1929	36,797	101,136	60,066
1928	40,645	96,951	72,051
1927	41,009	95,882	53,468

*Saturday, Sept. 27, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

	No.	Avg.	Prices—
Rec'd.	Wgt.	Top.	Avg.
*Week ended Sept. 27.	132,000	228	\$11.00 \$ 9.45
Previous week	118,656	246	11.15 10.00
1929	130,413	244	11.25 10.00
1928	114,879	240	12.60 10.90
1927	99,743	247	11.95 10.65
1926	88,401	259	13.80 12.20
1925	97,188	251	14.25 12.95

Av. 1925-1929....108,100 248 \$12.75 \$11.85

*Receipts and average weights estimated.

CHICAGO HOG SLAUGHTERS.

Hogs slaughtered at Chicago under federal inspection for week ended September 27, 1930, with comparisons:

Week ended Sept. 27...	112,770
Previous week	102,347
Year ago	108,533
1928	99,673
1927	72,200
1926	72,300

CHICAGO HOG SUPPLIES.

Supplies of hogs purchased by Chicago packers and shippers during the week ended Thursday, October 2, 1930, were as follows:

	Week ended Oct. 2.	Prev. week.
Packers' purchases	\$3,759	70,300
Direct to packers	37,449	44,890
Shippers' purchases	30,086	16,271
Total supplies	121,244	131,560

(Chicago livestock prices on page 47.)

THE NATIONAL PROVISIONER

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Oct. 2, 1930.

CATTLE—It has been a poor week for any but the best yearlings and light steers 1,000 lbs. and under. These are weak to 25¢ lower than a week ago. Heavy steers and most western grassers are 50@75¢ lower. Spots \$1.00 off in inbreds kinds. Butcher stock and bulls lost 25@50¢ early, but improvement left the close weak to 25¢ lower. Heavy calves declined 35@50¢; light vealers steady; top, \$1.00; best yearlings and light steers, \$1.20@12.50; bulk fed natives, \$10.50@11.50; fed westerns, \$8.25@9.85; straight grassers, \$5.25@7.50; beef cows, \$3.75@4.75; cutter grades, \$2.50@3.50; medium bulls, \$3.50@4.50.

HOGS—Marked unevenness featured the hog trade during the week. Further declines were effected on opening days, and new low levels since July 23 were reached on Tuesday when the top on choice grades stopped at \$9.00. A sharp reaction on following days, however, recovered a good portion of the loss, and final rates are 25@45¢ under last Thursday. The late top rested at \$9.50, with bulk of 180- to 300-lb. weights selling from \$9.20@9.45. Desirable 140- to 170-lb. weights went from \$8.50@9.25, and packing sows, \$6.50@7.50.

SHEEP—With receipts moderating to some extent this week, the market for fat lambs regained 40@50¢ of the recent loss. After hitting bottom late last week when best range lambs cashed at \$7.10, values advanced until today choice rangers are quotable at \$7.50. The late bulk sold from \$7.25@7.50, while natives ranged from \$7.00 down. Fat ewes brought \$2.00@3.00.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended September 25, 1930, with comparisons, as reported by the Dominion Live Stock Branch:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Sept. 25.	Sam. week.
Toronto	\$ 7.50	\$ 7.50
Montreal	7.75	7.50
Winnipeg	6.25	6.50
Calgary	5.50	5.50
Edmonton	6.00	5.25
Prince Albert	..	5.00
Moose Jaw	8.00	8.00
Saskatoon	5.50	5.75

VEAL CALVES.

Toronto	\$13.50	\$12.50	\$17.00
Montreal	10.00	10.50	14.50
Winnipeg	9.00	10.00	13.00
Calgary	7.00	8.00	10.00
Edmonton	9.00	9.00	11.00
Prince Albert	..	7.00	9.00
Moose Jaw	8.00	8.00	11.50
Saskatoon	8.50	8.00	10.00

SELECT BACON HOGS.

Toronto	\$12.75	\$13.50	\$13.50
Montreal	12.00	12.00	12.00
Winnipeg	11.85	11.75	11.70
Calgary	11.50	11.50	11.60
Edmonton	11.50	11.50	11.65
Prince Albert	11.50	11.50	11.75
Moose Jaw	11.70	11.50	11.75
Saskatoon	11.20	11.70	11.65

GOOD LAMBS.

Toronto	\$ 8.50	\$ 9.00	\$12.00
Montreal	7.50	8.50	11.50
Winnipeg	7.00	7.00	10.50
Calgary	6.00	6.50	9.75
Edmonton	6.00	6.75	10.00
Prince Albert	6.50	7.00	9.25
Moose Jaw	6.00	6.75	10.00
Saskatoon	6.25	7.50	10.00

TANNERS' ANNUAL MEETING.

The Tanners' Council has made its first announcement of plans for its annual meeting, to be held at the Hotel Statler, Buffalo, on Thursday and Friday, October 23 and 24. President Moffat, in a letter to the members of the Council, stated: "There will be no golf and no outside diversions at this meeting. The groups producing leather of all types will have opportunity to meet and discuss their particular interests without any outside interference."

The morning of October 23 will be devoted to a general open meeting, to which all members of the tanning and allied trades are cordially invited. The annual report of the president will be made at this time. The educational work of the American Leather Producers, which has been conducted as a department of the Tanners' Council for the year 1930, will be reported on by Fritz H. Small, of Graton & Knight Company, chairman of the committee.

Speakers include Carl Snyder, chief economist for the Federal Reserve Bank of New York, and Hermann Schneider, president of the University of Cincinnati, who as the former Dean of the School of Engineering of that institution is well known to members of the tanning industry. The afternoon will be devoted to the regular group meetings and the board of directors meeting, and the annual election of officers takes place that evening.

THE MEMBERSHIP MEETING.

Receipts of hides at Chicago for the week ended September 27, 1930, were 3,287,000 lbs.; previous week, 2,467,000 lbs.; same week last year, 3,779,000 lbs.; from January 1 to September 27 this year, 139,620,000 lbs.; same period a year ago, 148,923,000 lbs.

Shipments of hides from Chicago for the week ended September 27, 1930, were 4,487,000 lbs.; previous week, 2,877,000 lbs.; same week last year, 4,196,000 lbs.; from January 1 to September 27 this year, 123,907,000 lbs.; same period a year ago, 161,041,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended September 27, 1930, were as follows:

Week ended Sept. 27, 1930	New York	Boston	Philia.
Sept. 20, 1930	... 38,175	...	...
Sept. 13, 1930	... 6,345	...	...
Sept. 6, 1930	... 27,423	34,392	27,935
To date, 1930	... 1,274,242	662,608	443,562
Sept. 28, 1929	... 80,146	1,000	5,050
Sept. 21, 1929	... 72,526	11,607	43,633
To date, 1929	... 1,445,772	290,084	508,802

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

October 4, 1930.

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Hide and Skin Markets

Chicago.

PACKER HIDES—Trading moderately active in the packer hide market this week, a total movement so far of about 40,000 hides being reported. The apparently easier price levels early in the week were occasioned in part by the sales of certain descriptions which had not moved last week, at lower prices to bring those descriptions into line with the general market. Following those sales, heavy branded steers were offered at last trading price, with buyers bidding lower; however, later in the week one packer moved sufficient heavy branded steers to stabilize those, for the time being at least, on the basis of last week's price.

Light native cows were in demand at last week's price, as were also branded cows; those bids were declined by packers, asking a half-cent more. Native steers moved early at the bid price but all packers were not inclined to accept this figure. Stocks in the hands of packers are light and any increase in demand would no doubt be quickly reflected in the market. However, tanners continue to report slow conditions in the leather market, and raw hides appear to be delicately balanced at the present levels.

Spready native steers 15½@16c, nom. About 6,000 native steers sold at the bid price of 14c. Extreme native steers moved in a good way at 11½c, the bid price of last week, for 14,000 August-September take-off.

Butt branded steers quoted at 14c. About 3,000 Colorados moved at 13½c. One packer sold two cars heavy Texas steers late this week at 14c, at which figure 4,000 moved late last week. Light Texas steers were the first to sell this week, 10,000 moving at 12½c, bid price. Extreme light Texas steers quotable at 10½c, last paid.

One packer sold 1,000 heavy native cows, dating back to June, at 12c, the bid price. Light native cows last sold at 11c; this figure bid and 11½c asked. About 5,000 branded cows sold at 10½c, steady, early; this is bid for more.

Native bulls sold at 7½c for 7,000 current dating; branded bulls 6½c, nom.

South American market rather quiet. About 12,000 frigorifico steers reported at \$32.75, equal to 13c, c. i. f. New York, as against \$33.00 or 13½c paid last week.

SMALL PACKER HIDES—October hides began to move late this week when two local small packers sold October productions of about 11,000 hides at 11c for all-weight native steers and cows and 10½c for branded; one killer sold native bulls at 7½c, branded bulls 6½c. Other killers report having received this bid.

In the Pacific Coast market, about 10,000 September small packer hides from around Oakland, Sacramento and Butchertown sold at 10½c for steers and 8½c for cows.

HIDE TRIMMINGS—Quoted \$30.00 per ton, Chicago.

COUNTRY HIDES—Market about steady, with little change in prices. All-weights quoted 8c for 48-lb. av., and 7½c for heavier hides. Heavy steers and cows sold early at 7½c; some asking 8c. Buff weights could be readily sold at 8c, with up to 8½c asked for good lots. Extremes quoted 10@10½c asked. Bulls 5@5½c, selected, asked. All-weight branded 6½@7c, flat, less Chicago freight.

CALFSKINS—Packer calf sold up to end of August and trading awaited to establish this market. Last sale was at 20c for picked points and market talked 20@21c, nom.

One car straight 8/15 lb. Chicago city calf reported this week at 18c; car 10/15 lb. sold late at 19c. Last previous trading was at 16c for 8/10 lb. and 18c for 10/15 lb. Mixed cities and countries about 15c; straight countries 12½@13c.

KIPSKINS—Packers sold up to end of August and market not yet established; quoted 18@19c in a nominal way.

Car of Chicago city kipskins sold at 16½c; mixed cities and countries quoted 13@13½c; straight countries 11½@12c.

Big packer regular slunks offered at \$1.25, with last sales \$1.15; hairless last sold at 30c.

HORSEHIDES—Market slow but about steady. Choice city renderers quoted \$3.75@4.00; mixed city and country lots \$3.00@3.50, based on not over 10 per cent No. 2's.

SHEEPSKINS—Dry pelts around 10c per lb. Big packer shearlings about unchanged and few sold at \$1.15 for beavers and 60c for No. 1's; last sales of No. 2's at 30c. Up to 67½c paid recently for a special lot of No. 1's and 37½c for No. 2's. Fall clips quoted 60 @67½. Pickled skins continue easy, with heavy supplies; one packer reports a small car blind ribby lambs at \$5.25 per doz. at Chicago; reports from another direction to the effect that fifteen to twenty cars of straight run skins have sold at \$3.50@4.00 per doz. Native lambs steady, with Septembers last sold at 57½c and 55c, small ones half-price; a bid of 60c reported for October lambs.

PIGSKINS—No. 1 pigskin strips quoted 6@7c per lb. Gelatine scraps offered at 4c, Chicago.

New York.

PACKER HIDES—Market quiet, all packers having moved September hides last week, native steers at 14½c, butt brands 14c and Colorados 13½c.

COUNTRY HIDES—Market about steady but offerings continue light. Buff weights quotable at 8c, extremes 10c to possibly 10½c.

CALFSKINS—Calfskin market being kept well cleaned up. Couple cars collectors' 5-7's sold at \$1.55; last sale of packers' was at \$1.60@1.65; 7-9's packers last sold at \$2.10 and collectors' \$1.90; 9-12's last sold at \$2.60@2.70.

New York Hide Exchange Futures.

Saturday, September 27, 1930—Close: Oct. 9.70n; Nov. 10.15n; Dec. 11.70@11.80; Jan. 12.05n; Feb. 12.35n; Mar. 12.65n; Apr. 13.10n; May 13.65b; June 13.90n; July 14.15n; Aug. 14.35n. Sales 8 lots.

Monday, September 29, 1930—Close: Oct. 9.75 nom.; Nov. 10.20n; Dec. 11.75 sale; Jan. 12.10n; Feb. 12.40n; March 12.70n; April 13.15n; May 13.60@13.65; June 13.85n; July 14.10n; Aug. 14.30n. Sales 35 lots.

Tuesday, September 30, 1930—Close: Oct. 9.85 nom.; Nov. 9.80n; Dec. 11.35@11.50; Jan. 11.70n; Feb. 12.05n; March 12.40n; April 12.85n; May 13.35 sale; June 13.60n; July 13.85n; Aug. 14.05n. Sales 18 lots.

Wednesday, October 1, 1930—Close: Oct. 9.20 nom.; Nov. 9.65n; Dec. 11.20@11.25; Jan. 11.50n; Feb. 11.85n; March 12.20n; April 12.65n; May 13.10@13.15; June 13.35n; July 13.60n; Aug. 13.80n; Sept. 13.90 bid. Sales 47 lots.

Thursday, October 2, 1930—Close: Oct. 9.55n; Nov. 10.00n; Dec. 11.55b; Jan. 11.85n; Feb. 12.20n; Mar. 12.55n; Apr. 13.00n; May 13.45 sale; June 13.70n; July 13.95n; Aug. 14.15n; Sept. 14.30b. Sales 33 lots.

Friday, October 3, 1930—Close: Oct. 9.60n; Nov. 10.10; Dec. 11.60 sale; Jan. 11.90n; Feb. 12.25n; Mar. 12.60n; Apr. 13.05n; May 13.50@13.55; June 13.75b; July 14.00n; Aug. 14.25n; Sept. 14.50 sale. Sales 20 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Oct. 3, 1930, with comparisons, are reported as follows:

PACKER HIDES.			
Week ended Oct. 3.	Prev. week.	Cor. week, 1929.	
Spr. nat. 15½@16n	@16n	20	@20½n
Hvy. nat. strats. @14	@14½	@18½	
Hvy. Tex. strats. @14	@14	@18	
Hvy. butt brnd'd strats. @14	@14	@18	
Hvy. Col. strats. @13½	@13½	@17	
Ex-light Tex. strats. @10%	@10%	15½@16	
Brnd'd cows. 10½@11	@10½	@15½	
Hvy. nat. cows. 12	12	17	@17½
Hvy. nat. cows. 11	11½	11	@17½
Nat. bulls. 7½	8	12	@12½n
Brnd'd. bulls. 6½n	7	11	@12n
Calfskins ... 20	21n	23½@25	
Kips. nat. ... 18	19n	22	@22½
Kips. ov-wt. 16	18½n	21n	20@20½
Kips. brnd'd. 14	14½n	18	@18½
Slunks. reg. 1.15@1.25	1.15@1.25	1.40	@1.40
Slunks. hrs. @30	@30	30	@40
Light native, butt branded and Colorado steers 10 per lb. less than heavies.			

CITY AND SMALL PACKERS.			
Nat. all-wts.	@11	@11n	@16n
Brnd'd. @10½	@10½n	15	@15½n
Nat. bulls. @7½	@7½	12	@12½
Brnd'd. bulls. @8½	@8½	11n	@11n
Calfskins ... 17½@18n	17½n	21½@22n	
Kips. @16½	@16½x	@20½n	
Slunks. reg. 1.00@1.10	1.00@1.10	1.10	@1.10
Slunks. hrs. @20n	@20n	30	@30n

COUNTRY HIDES.			
Hvy. steers. 7½@8	7½@8	11½@12	
Hvy. cows. 7½@8	7½@8	11½@12	
Buffs. 8 @8½	8 @8½	13	
Extremes. 10 @10½	10 @10½	14@15n	
Bulls. 5 @5½	5 @5½	8½@9n	
Calfskins ... 12½@13n	12½@13	16½@17	
Kips. 11½@12	11½@12	16@16½	
Light calf. 90 @1.00	90 @1.00	1.10@1.20	
Deacons. 90 @1.00	90 @1.00	1.10@1.20	
Slunks. reg. 50 @50	50 @50	50 @50	@50n
Slunks. hrs. 5 @10n	5 @10n	5 @10n	@10n
Horsehides .3.00@4.00	3.00@4.00	4.50@5.75	
Hogskins ... @50	@50	60 @65	

SHEEPSKINS.			
Pkr. lambs.			
Sml. pkr. lambs.			
Pkr. shearings. 35 @10	35 @10	1.05@1.17½	
Dry pelts.			



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The neatest and most sanitary method of putting up Sausage Meat.
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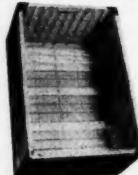
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Slats studded to hardwood frames instead of
nailed, which doubles the strength of the
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Manufacturers of Tallow, Grease, Oleo Oil
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40 North Market St.

Boston, Mass.

October 4, 1930.

THE NATIONAL PROVISIONER

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Chicago Section

J. W. Rath, president, Rath Packing Co., Waterloo, Ia., was in town during the week.

W. W. Krenning, secretary, St. Louis Independent Packing Co., St. Louis, Mo., was in Chicago this week.

P. A. Dett, general manager of the Denver plant of Armour and Company, was in Chicago during the week.

Jay E. Decker, president, Jacob E. Decker & Sons, Mason City, Ia., was in Chicago this week on business.

F. B. Green, director of the technical extension department of Ottenheimer Bros., Baltimore, Md., spent a few days in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 26,743 cattle, 4,834 calves, 48,431 hogs and 41,348 sheep.

F. W. Hoffman, Boston district manager of the Cudahy Packing Co., stopped over in Chicago on his way back to Boston after attending the funeral of a relative in Omaha, Neb.

R. C. Johnson, provision department, Cudahy Packing Co., has left for an extended tour of Western cities, including Denver, Salt Lake City, Seattle, San Francisco, Los Angeles and San Diego.

Provision shipments from Chicago for the week ended Sept. 27, 1930, with comparisons, were as follows:

	Cor. wk.	Last wk.	Prev. wk.	1929.
Cured meats, lbs.	13,367,000	15,783,000	18,914,000	
Fresh meats, lbs.	46,628,000	47,067,000	44,477,000	
Lard, lbs.	8,595,000	6,984,000	10,238,000	

AGAIN CUT CELLOPHANE PRICE.

The Du Pont Cellophane Company has announced another substantial reduction in the price of moisture-proof Cellophane, effective October 1. Officials stated this reduction was due to the continued increased acceptance of this patented product by the meat, cigar, baking, candy, nut and other food industries and its indicated adoption in other fields in the near future. As previously announced, the price of regular Cellophane is also reduced at the same time, making the twelfth reduction in price since domestic manufacture was started.

AUGUST SHEEPSKIN STOCKS.

Stocks of sheep, lamb and cabretta skins for August, 1930, with comparisons:

RAW STOCKS AT END OF MONTH.			
	Aug.	July,	Aug.,
	1930.	1930.	1929.
Sheep and lamb....	9,298,610	9,087,172	6,460,728
Cabretta	1,420,947	1,260,585	798,576
IN PROCESS END OF MONTH.			
Sheep and lamb....	4,790,802	4,720,396	5,085,796
Cabretta	465,854	439,600	311,041
PRODUCTION DURING MONTH.			
Sheep and lamb....	2,178,492	2,128,345	3,233,122
Cabretta	261,217	211,023	207,107

HENRY CARLSON IS DEAD.

Henry C. Carlson, vice president of Armour and Company in charge of pork sales, died at St. Luke's hospital, Chicago, on Friday, October 3, after an extended illness. Henry Carlson was one of the veterans of the packing industry and liked by all who knew him for his rugged honesty and kindness of heart. A more extended obituary will appear in the next issue of THE NATIONAL PROVISIONER.

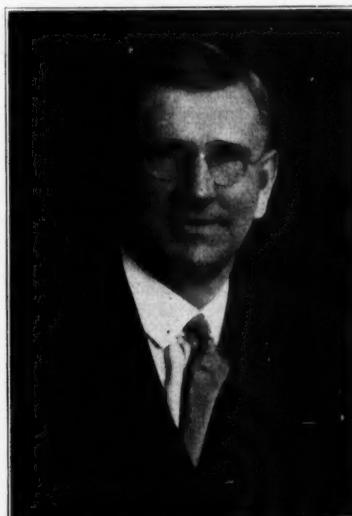
ANDREW FUHRMAN PASSES.

Andrew Fuhrman, secretary of Fuhrman & Forster, well-known Chicago packers, died at his home on September 29, after an illness of several months. He was 58 years of age.

Mr. Fuhrman spent his life in the meat business, starting with his brother, John Fuhrman, and his brother-in-law, George Forster, in the retail business when he was only 14 years of age. Later the packing firm of Fuhrman & Forster was established, and young Andrew familiarized himself through actual experience with every phase of the business.

He was widely known and respected in the industry and held a warm place in the esteem and affection of his co-workers. He showed an active interest in the work of the Institute of American Meat Packers, attending meetings and helping to forward all movements designed for the good of the meat industry as a whole.

Mr. Fuhrman is survived by his widow, his brother John, president of Fuhrman & Forster, another brother William, and two sisters. Funeral services were held from his late residence, 1130 Ashland Ave., River Forest, Thursday, October 2, with interment at Concordia Cemetery.



ANDREW FUHRMAN.

Widely known Chicago packer who passed away September 29. Mr. Fuhrman was secretary of Fuhrman & Forster.

CHICAGO PROVISION STOCKS.

Stocks of provision in Chicago at the close of business on Sept. 30, 1930, with comparisons, are reported by the Chicago Board of Trade as follows:

	Sept. 30, 1930.	Aug. 31, 1930.	Sept. 30, 1929.
Mess pork, new, m a d e since Oct. 1, '29, bris.		260	245
Other kinds of barreled pork, bris.	16,063	21,421	22,107
P. S. lard, made since Oct. 1, '29, lbs.	22,063,979	36,610,006	66,984,816
Other kinds of lard, lbs.	4,928,074	9,596,298	15,463,420
Short rib sides, m a d e since Oct. 1, '29, lbs.			202,380
D. S. c i e r bellies, made since Oct. 1, '29, lbs.	7,952,044	10,544,722	21,406,079
D. S. rib bellies, m a d e since Oct. 1, '29, lbs.	2,750,570	2,983,746	2,976,028
Ex. short clear sides, m a d e since Oct. 1, '29, lbs.	86,923	105,311	170,529
S. S. short fat backs, lbs.	3,250	8,421	72,200
D. S. shoulders, lbs.	1,471,061	4,428,765	5,075,000
S. P. hams, lbs.	15,525,512	18,040,069	22,950,833
S. P. skinned hams, lbs.	17,984,161	20,999,316	21,733,702
S. P. bellies, lbs.	9,151,030	13,307,785	14,835,140
S. P. Calif. fornias or picnics, lbs.	10,363,481	13,332,915	6,914,721
S. P. Boston shdls., lbs.			
S. P. shoulders, lbs.	148,579	143,940	292,078
Other cuts of meats, lbs.	5,850,117	7,081,140	6,418,115
Total cut meats, lbs.	71,287,328	91,185,220	103,048,070

AUSTRALIAN MEAT EXPORTS.

Exports of frozen meats from Australia during the 12 months ended June 30, 1930, totaled 79,974 mutton carcasses, 2,113,041 lamb carcasses, and 1,126,324 beef quarters.

Shipments to the United States show a decrease of 8,227 carcasses of mutton and 4,604 carcasses of lamb. There was no beef shipped to the United States during the period.

Exports to Germany increased by 10,443 carcasses of mutton, but showed a decrease of 13,504 quarters of beef. Mutton carcasses to Belgium increased by 44,512 carcasses, but beef decreased 27,560 quarters. There was an increase of 10,632 carcasses of mutton to France, Italy's beef import increased by 51,837 quarters and an increase of 23,000 carcasses was shown in lamb exported to Canada, but a decrease of 3,266 mutton carcasses.

PERU'S IMPORT DUTY ON SOAP.

Ordinary soap in blocks imported into Peru by the Fabrica de Tejidos de Santa Catalina for washing wool will be admitted at 10 per cent ad valorem, provided this soap is imported in quantities of more than 500 kilograms during the time that there is no domestic production of the product. The United States supplies much of Peru's import of low priced soaps.

October 4, 1930.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.Based on actual carlot trading, Thursday,
October 2, 1930.**REGULAR HAMS.**

	Green. Standard.	Sweet. Standard.	Pickled. Fancy.
8-10	15%	18	19
10-12	15%	17½	18½
12-14	15%	17½	18½
14-16	16	17½	18½
10-16 range	15%	...	...

BOILING HAMS.

	Green. Standard.	Sweet. Standard.	Pickled. Fancy.
16-18	16%	17½	17½
18-20	16%	17½	17½
20-22	16	17½	17½
16-22 range	16%	...	...

SKINNED HAMS.

	Green. Standard.	Sweet. Standard.	Pickled. Fancy.
10-12	19	20	21
12-14	18%	19%	20%
14-16	18%	19½	20½
16-18	17½	18½	19½
18-20	16%	17	18
20-22	15	15½	16½
22-24	14½	15	...
24-26	13½	14½	...
25-30	13	14	...
30-35	12½	13½	13½

PICNICS.

	Green. Standard.	Sweet. Standard.	Pickled. Fancy.
4-6	11½	12½	13½
6-8	11½	11½	12½
8-10	10	10½	11½
10-12	9%	10%	11%
12-14	9%	10%	11%

BELLIES.

	Green. Standard.	Cured.
Sq. Sdls.	S.P.	Dry Cured.
6-8	19½	20
8-10	19½	19½
10-12	19½	19½
12-14	19%	18½
14-16	18½	18½
16-18	18	18

D. S. BELLIES.

	Standard.	Clear.
Oct.
Nov.
Dec.
Jan.
Feb.

Rib.

	Standard.	Fancy.
Sq. Sdls.	S.P.	Dry Cured.
6-8	19½	21
8-10	19½	20½
10-12	19½	20½
12-14	19%	19½
14-16	18½	19½
16-18	18	19

D. S. FAT BACKS.

	Standard.	Export Trim.
Oct.
Nov.
Dec.
Jan.
Feb.

OTHER D. S. MEATS.

	Standard.	Export Trim.
8-10	11½	11½
10-12	11½	11½
12-14	12	12
14-16	12½	12½
16-18	12½	12½
18-20	12½	13
20-25	13	13½

Clear BELLIES.

	Standard.	Clear BELLIES.
Oct.
Nov.
Dec.
Jan.
Feb.

Key: ax, asked; b, bid; n, nominal; — split.**PURE VINEGARS**

A. P. CALLAHAN & COMPANY

1407 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

SATURDAY, SEPTEMBER 27, 1930.

Open. High. Low. Close.

1.ARD— Sept. 10.97½ 10.97½ 10.80 10.80bx

Oct. 10.90 10.90 10.70 10.70-72½

Nov. 10.65 10.65 10.50 10.50bx

Dec. 10.55-57½ 10.57½ 10.30 10.30bx

Jan. 10.42½ 10.42½ 10.22½ 10.22½

Feb. 10.30 10.30 10.22½n 10.22½n

May 10.40ax 10.40ax 10.40ax 10.40ax

CLEAR BELLIES— Sept. 14.00n 14.00n 14.00n 14.00n

Oct. 13.00n 13.00n 13.00n 13.00n

Jan. 12.90n 12.90n 12.90n 12.90n

July 12.50n 12.50n 12.50n 12.50n

MONDAY, SEPTEMBER 29, 1930.

Sept. 10.72½ 10.80 10.72½ 10.75b

Oct. 10.60 10.70 10.57½ 10.65-67½

Nov. 10.55 10.65 10.50 10.50bx

Dec. 10.20 10.30 10.15 10.22½

Jan. 10.10-10.05 10.20 10.05 10.10b

Feb. 10.10ax 10.20ax 10.20ax 10.20ax

TUESDAY, SEPTEMBER 30, 1930.

Sept. 11.02½ 11.02½ 11.07½ 11.00

Oct. 11.05 11.00 10.57½ 11.00bx

Nov. 11.00 11.00 11.00 11.00bx

Dec. 10.35 10.35 10.35 10.57½b

Jan. 10.27½ 10.50 10.27½ 10.45

Feb. 10.25 10.50 10.45n 10.45n

May 10.32½ 10.32½ 10.05 10.25b

CLEAR BELLIES— Sept. 12.05n 12.05n 12.05n 12.05n

Jan. 12.00b 12.00b 12.00b 12.00b

July 12.50n 12.50n 12.50n 12.50n

WEDNESDAY, OCTOBER 1, 1930.

Oct. 11.40 11.40 11.25 11.25bx

Nov. 11.25 11.25 11.20bx 11.20bx

Dec. 10.80-85 10.85 10.62½ 10.70bx

Jan. 10.75-80 10.80 10.60 10.60bx

Feb. 10.75 10.65 10.65 10.65bx

May 10.80 10.80 10.75 10.75bx

CLEAR BELLIES— Oct. 12.05n 12.05n 12.05n 12.05n

Jan. 12.00b 12.00b 12.00b 12.00b

July 12.50n 12.50n 12.50n 12.50n

THURSDAY, OCTOBER 2, 1930.

Oct. 11.40 11.40 11.25 11.25bx

Nov. 11.25 11.25 11.20bx 11.20bx

Dec. 10.80-85 10.85 10.62½ 10.70bx

Jan. 10.75-80 10.80 10.60 10.60bx

Feb. 10.75 10.65 10.65 10.65bx

May 10.72½ 10.77½ 10.72½ 10.77½b

CLEAR BELLIES— Oct. 12.05n 12.05n 12.05n 12.05n

Jan. 12.05b 12.05b 12.05b 12.05b

July 12.50n 12.50n 12.50n 12.50n

FRIDAY, SEPTEMBER 3, 1930.

Oct. 11.50 11.50 11.25 11.50bx

Nov. 11.50 11.50 11.40n 11.40n

Dec. 10.60 10.72½ 10.60 10.72½b

Jan. 10.55-50 10.65 10.50 10.65b

Feb. 10.65 10.50 10.65 10.65n

May 10.72½ 10.77½ 10.72½ 10.77½b

CLEAR BELLIES— Oct. 12.05n 12.05n 12.05n 12.05n

Jan. 12.05b 12.05b 12.05b 12.05b

July 12.50n 12.50n 12.50n 12.50n

CANADA EXPORTS CATTLE.

The first export shipment of live cattle from Canada to Great Britain in three years was made the latter part of August when between 150 and 200 head left Montreal for an English port. The existing freight rate of \$20 per head was reduced by the carriers as a special inducement to encourage this movement. However, steamer facilities for such shipments are limited, only four boats being equipped to carry live cattle. It is expected to ship 10,000 head of cattle out of Montreal before navigation closes and to continue the movement from Halifax throughout the winter.

CHICAGO RETAIL MEATS**Beef.**

Oct. 1, 1930.

No. No. No. No. No.

L. 2. 3. L. 2. 3.

Rib roast, hvy. end. 30 27 16 35 30 16

Rib roast, lt. end. 40 30 22 45 35 20

Chuck roast 25 21 16 32 27 21

Steaks, round 24 22 16 30 24 22

Steaks, sirloin 24 22 16 30 24 22

Steaks, porterhouse 24 22 16 30 24 22

Beef stew, chuck 24 20 14 27 22 15

Corned briskets, boneless 32 28 18 32 28 18

Corned plates 20 18 10 20 18 10

Corned rumpa, bns. 25 22 18 25 22 18

Lamb.

Good. Com. Good. Com.

Hindquarters 26 15 34 30

Legs 26 15 35 30

Stew 15 10 22 15

Chops, shoulders 25 20 25 20

Chops, rib and loin. 25 50 50 50

Mutton.

Good. Com. Good. Com.

Legs 24 14 26 26

Stew 14 10 14 14

Shoulders 16 20 20 20

Chops, rib and loin. 35 12 35 12

Veal.

Good. Com. Good. Com.

Hindquarters 28 20 35 40

Forequarters 24 16 34 29

Legs 28 30 35 38

Breasts 16 22 16 22

Shoulders 20 22 20 22

Cutlets 30 15 30 50

Rib and loin chops. 12 12 12 40

Bones 12 12 12 12

Skin 12 12 12 12

Fat 12 12 12 12

Beef 12 12 12 12

Hides 12 12 12 12

Tallow 12 12 12 12

Lard 12 12 12 12

Bones 12 12 12 12

Skin 12 12 12 12

Fat 12 12 12 12

Beef 12 12 12 12

Hides 12 12 12 12

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Lard 12 12 12 12

Bones 12 12 12 12

Skin 12 12 12 12

Fat 12 12 12 12

Beef 12 12 12 12

Hides 12 12 12 12

Tallow 12 12 12

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Car. week,	
	Oct. 1, 1930.		1929.
Prime native steers	20 1/2	21 1/2	24 @ 25 1/2
Good native steers	19	20	22 @ 24
Medium steers	18	19	20 @ 22
Heifers, good	14	18	19 @ 23
Cows	9	12 1/2	14 1/2 @ 18
Hind quarters, choice	28	27	31 @ 31
Fore quarters, choice	16	20	21 @ 21

Beef Cuts.

Steer loins, No. 1	635	644	
Steer loins, No. 2	633	640	
Steer short loins, No. 1	644	654	
Steer short loins, No. 2	640	647	
Steer loin ends (hips)	26	34	
Steer loin ends, No. 2	26	33	
Cow loins	20	22	
Cow short loins	25	26	
Cow loin ends (hips)	16	22	
Steer ribs, No. 1	25	33	
Steer ribs, No. 2	24	31	
Cow ribs, No. 2	16	20	
Cow ribs, No. 3	13	15	
Steer rounds, No. 1	18	21	
Steer rounds, No. 2	17 1/2	20 1/2	
Steer chuck, No. 1	13 1/2	19 1/2	
Steer chuck, No. 2	13	19	
Cow rounds	13	18	
Cow chuck	10 1/2	15	
Steer plates	10	14 1/2	
Medium plates	9	11 1/2	
Briakets, No. 1	15	20	
Steer navel ends	6	11 1/2	
Cow navel ends	7	11 1/2	
Fore shanks	7	12	
Hind shanks	5	10	
Strip loins, No. 1, bns.	665	660	
Strip loins, No. 2	55	60	
Sirloin butts, No. 1	32	38	
Sirloin butts, No. 2	24	28	
Beef tenderloins, No. 1	75	75	
Beef tenderloins, No. 2	70	70	
Hump butts	39	50	
Flank steaks	27	35	
Shoulder clods	12 1/2	16	
Hanging tenderloins	11 1/2	20	
Insides, green, 6@8 lbs.	6 1/2	8	
Outsides, green, 5@6 lbs.	6 1/2	8	
Knuckles, green, 5@6 lbs.	14 1/2	20	

Beef Products.

Brains (per lb.)	10	12	
Hearts	9	14	
Tongues, 4@5	33	35	36
Sweetbreads	28	42	
Ox-tails, per lb.	11	15	
Fresh tripe, plain	8	7 @ 8	
Fresh tripe, H. C.	10	10	
Livers	18	22	
Kidneys, per lb.	10	14	

Lamb.

Choice lambs	17	24	
Middle lambs	15	21	
Choice saddles	24	30	
Middle saddles	22	28	
Choice fore	12	18	
Middle fore	10	17	
Lamb fries, per lb.	33	33	
Lamb tongues, per lb.	16	16	
Lamb kidneys, per lb.	25	30	

Mutton.

Heavy sheep	8	12	
Light sheep	9	12	
Heavy saddles	7	10	
Light saddles	5	8	
Heavy fore	5	6	
Light fore	7	10	
Mutton legs	14	18	
Mutton loins	10	15	
Mutton stew	6	8	
Sheep tongues, per lb.	16	16	
Sheep heads, each	10	12	

Fresh Pork, Etc.

Pork loins, 5@10 lbs. av.	24	20	
Picnic shoulders	15	17	
Skinned shoulders	16	18	
Tenderloins	50	47	
Butter ribs	13	14	
Hock fat	13	14	
Boston butts	13	14	
Boneless butts, cellar trim, 2@4	23	23	
Hocks	10	13	
Tails	12	12	
Neck bones	5 1/2	4	
Slip bones	14	14	
Blade bones	14	14	
Pigs' feet	6	7	
Kidneys, per lb.	11	11	
Livers	8 1/2	8	
Brains	10	14	
Ears	7	7	
Shouts	7	7	
Heads	9	10	

Veal.

Choice carcass	20	21	25 @ 26
Good carcass	17	19	20 @ 24
Good saddles	24	27	30 @ 33
Good racks	12	16	18 @ 21
Medium racks	7	9	13 @ 14

Veal Products.

Brains, each	10	12	@ 14
Sweetbreads	60	75	
Calf livers	55	60	

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	26	
Country style sausage, fresh in bulk	20	
Country style pork sausage, smoked	26	
Frankfurts in sheep casings	22	
Frankfurts in hog casings	20	
Bologna in beef bungs, choice	20	
Bologna in cloth, paraffined, choice	20	
Bologna in beef middles, choice	20	
Liver sausage in hog bungs	20	
Smoked liver sausage in hog bungs	20	
Liver sausage in beef rounds	20	
Head cheese	20	
New England luncheon specialty	20	
Minced luncheon specialty, choice	20	
Tongue sausage	17 1/2	
Blood sausage	20	
Sausage	20	
Polish sausage	20	

DRY SAUSAGE.

Cervelat, choice, in hog bungs	47	
Thuringer Cervelat	42	
Farmer	32	
Holsteiner	30	
B. C. Salami, choice	47	
Milano Salami, choice, in hog bungs	41	
B. C. Salami, new condition	41	
Genoa style Salami	41	
Mortadella, new condition	41	
Capicolla	41	
Italian style hams	41	
Virginia hams	41	

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	Small tins, 2 to crate	\$6.00
	Large tins, 1 to crate	7.00
Frankfurt style sausage in sheep casings—	Small tins, 2 to crate	7.25
	Large tins, 1 to crate	8.25
Frankfurt style sausage in hog casings—	Small tins, 2 to crate	6.75
	Large tins, 1 to crate	7.75
Smoked link sausage in hog casings—	Small tins, 2 to crate	6.25
	Large tins, 1 to crate	7.25

SAUSAGE MATERIALS.

Regular pork trimmings	11 1/2	
Special lean pork trimmings	14	
Extra lean pork trimmings	16	
Neck bone trimmings	12 1/2	
Pork cheek meat	9 1/2	
Pork livers	8	
Pork hearts	6	
Native boneless bull meat (heavy)	10	
Boneless chuck	9	
Shank meat	7 1/2	
Beef trimmings	6	
Beef hearts	4	
Beef cheeks (trimmed)	5	
Dressed canners, 350 lbs. and up	6 1/2	
Dressed cutter cows, 400 lbs. and up	7 1/2	
Dr. bologna bulls, 600 lbs. and up	8	
Beef tripe	3	
Pork tongues, canner trimmed S. P.	15 1/2 @ 16	

SAUSAGE CASINGS.

(F. O. B. CHICAGO)		
(Wholesale lots. Usual advances for smaller quantities.)		
Beef casings:		
Domestic rounds, 180 pack.	21	
Domestic rounds, 140 pack.	29	
Export rounds, wide	45	
Export rounds, medium	26	
Export rounds, narrow	40	
No. 1 weasands	13	
No. 2 weasands	.07	
No. 1 bungs	.22	
No. 2 bungs	.22	
Middles, regular	.65	
Middles, selected wide	2.00	
Dried bladder		
12-15 in. wide, flat	1.90	
10-12 in. wide, flat	1.60	
8-10 in. wide, flat	.80	
6-8 in. wide flat	.55	
Hog casings:		
Narrow, per 100 yds.	3.25	
Narrow, special, per 100 yds.	2.25	
Medium, regular, per 100 yds.	1.00	
Wide, per 100 yds.	.75	
Export bungs	.85	
Large prime bungs	.80	
Medium prime bungs	.70	
Small prime bungs	.74	
Middle per set	.20	
Stomachs	.08	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$13.00	
Honeycomb tripe, 200-lb. bbl.	20.00	
Pocket honeycomb tripe, 200-lb. bbl.	21.00	
Pork feet, 200-lb. bbl.	16.50	
Pork tongues, 200-lb. bbl.	77.00	
Lamb tongues, long cut, 200-lb. bbl.	55.00	
Lamb tongues, short cut, 200-lb. bbl.	65.00	

DRY SALT MEATS.

Extra short clears	13 1/2	
Short clear middles, 60-lb. avg.	14 1/2	
Clear bellies, 18@20 lbs.	15	
Rib bellies, 20@25 lbs.	14 1/2	
Rib bellies, 25@30 lbs.	13 1/2	
Fat backs, 10@12 lbs.	11 1/2	
Fat backs, 12@16 lbs.	11 1/2	
Regular plates	11 1/2	
Butts	11 1/2	

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	26	
Fancy std. hams, 14@16 lbs.	28	
Standard reg. hams, 14@16 lbs.	25	
Picnics, 4@8 lbs.	21	
Fancy bacon, 6@8 lbs.	24	
Standard bacon, 6@8 lbs.	28	
Beef bacon, 6@8 lbs.	28	
Beef ham, 6@8 lbs.	28	
Outsides, 5@9 lbs.	33	
Knuckles, 5@9 lbs.	34	
Cooked hams, choice, skin on, fatted	37	
Cooked hams, choice, skinless, fatted	41	
Cooked picnics, skin on, fatted	22	
Cooked picnics, skinned, fatted	26	
Cooked loin roll, smoked	41	

BARRELED PORK AND BEEF.

Meat pork, regular	10	
Family back pork, 24 to 34 pieces	32.00	
Family back pork, 35 to 45 pieces	32.00	
Clear back pork, 40 to 50 pieces	32.00	
Clear plate pork, 25 to 35 pieces	25.00	
Brisket pork	20	
Bean pork	20	
Plate beef	20	
Extra plate beef, 200 lb. bbls.	20.00	

Retail Section

Successful Store Need Not Be Large But It Must Be Modern

Retail food store standards are much higher today than they were a few years ago.

Increasing competition has aroused the retailer to the necessity for better store layout, general appearance and up-to-date merchandising methods.

The man who has not sensed this changing trend in food merchandising, or who has not the energy and the ambition to put his business in shape to meet the more exacting demands being made on it, is gradually passing out of the picture.

The place for the small store in the food merchandising scheme was discussed recently with a close observer of retail food merchandising methods. He says there is and may always be a place for the small food store. But it is his opinion that this small store must be modern. He said further:

He Learned a Lot.

"I have been calling on retail meat dealers for ten years. During this time I have learned many things about meat retailing. And I have formed definite conclusions about the means and methods used by a great many dealers. Among the more outstanding of these is that the average dealer does not seem to know or care that meat merchandising methods have changed and are changing, and that the man who does not appreciate and act on these facts runs serious risk.

"A few weeks ago one of my customers complained bitterly because a new store was taking his business away from him. As a matter of fact the new store was not to blame. The newcomer saw the opportunity to make money by opening and operating the kind of store housewives appreciate and he took advantage of it. There never would have been this competition for my customer if he had lived up to his possibilities.

"This incident is being repeated frequently in my territory. In some cases the old-established retailers have lost business to the chain stores. In others they have seen their business go to more aggressive and progressive merchandisers.

"In one case I know of an old retailer was put out of business by a new store that opened up in the same block.

Everything was fair and aboveboard. The new store got the business because it kept the interior neat and clean, washed the windows each day, used paint freely, made attractive displays in its show windows and display cases, price-marked all cuts, advertised and made an earnest effort to serve well.

Make Store Outstanding.

"The now defunct retailer could have done these things, or at least some of them. It simply did not occur to him to do them, or else he could not see the necessity. After he had lost considerable business he tried to stage a comeback, but his efforts were so obviously born of necessity that the public was not impressed.

"The most important thing for many retailers to appreciate is that business is not done today as it formerly was. The housewife is not satisfied to shop in surroundings and accept a grade of service that was perfectly satisfactory only a few years ago. Hardly a week passes that I do not meet or hear of progressive retailers who are seeking a business location. And when one of these settles it is a sure thing that he has carefully analyzed the situation and the competition and sees possibilities of doing a profitable business, which, of course, must come from the established stores in the territory.

"There is also much complaint in my territory that there are too many stores and that business is so split up that no one can make a profit. But why are there so many stores? One of the reasons is that there are so few outstanding ones. As far as physical appearances and methods are concerned the majority of them are as alike as peas in a pod.

"The surest way for the retailer who is dissatisfied with such a situation to better it, as far as he is concerned, is to get his store in a class by itself, or at least to improve his business and his methods to the point where his store will stand out above the mass. As far as I can determine, the men who are making the big successes in the retail food business are the ones who have made their stores a little different.

Merchandising Costs Little.

"In one store at which I call the odors are sufficient to drive customers away. This situation is so obviously in need of correction that it is a mystery why any business man would overlook it. Others need painting inside and out. Some are dark and dingy, and in a few a little soap and water on wood-work, walls, ceiling and fixtures would work wonders. Any retailer who maintains a business corresponding to one of these has no logical complaint against poor business.

"It costs very little to keep a place clean and attractive. A little paint now and then will do a great deal. It costs very little money to install new



THERE WILL ALWAYS BE A PLACE FOR THE UP-TO-DATE SMALL STORE.

This retail store is neat and attractive and the arrangement of the fixtures and stock has been planned to eliminate needless steps and save time when waiting on customers. The tile floor, the modern lighting fixtures and the tasteful decorations give this store an air of efficiency and cleanliness that customers appreciate.

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THE NATIONAL PROVISIONER

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shelving, to rearrange the stock along modern lines and to institute methods that will permit customers to be served more promptly.

"Some of the retailers with whom I talk say they cannot afford to spend money for advertising. They have the wrong idea. It is not the amount that is spent that counts but the results that are obtained. When advertising is properly done it is profitable. But it is a waste of money and effort to spend money to attract customers to a store if the surroundings and service are not right.

"The next few years, in my opinion, are going to see great changes in the character of the food store. Better retail store merchandisers are being developed. More men with the energy to learn what the public wants in the matter of stores, and with the ability to put into practice what they learn, are getting into the game.

Should Not Delay Changes.

"They are going to make it hard for some of the old time retailers who are content with things as they are or who do not have the ambition to fight for what they have. The ultimate results are bound to be beneficial to the industry as a whole. The weak sisters will be weeded out. There will be fewer stores but larger ones. The business will be on a more ethical and profitable basis, and those who survive will be better off than they are now.

"And, as I see it, it is not simply a matter of large capital. There is and may always be a place in the economic scheme of things for the small store. But whether it is large or small, it must be modern in appearance and methods.

"The important things for the retailer to consider at this time are: How he can improve his business; how he can serve better; how he can be of greater service to the public; and how he can keep abreast of the times in merchandising methods.

"If he waits until he is up against strong competition to take steps to modernize his store and his methods it may be too late. The wise thing would be to forestall such competition by getting his business on such a strong foundation that competition will not be attracted to the territory he serves.

"Dissatisfaction—the desire for something better—has been responsible for most of the progress made by mankind. When a race or an individual becomes satisfied, progress ceases. Continual thought, study and effort are as necessary in the retail meat store as in any other line of endeavor."



Are you a meat MERCHANT?

NEWS OF THE RETAILERS.

Rubenstein & Rubens, meats and groceries, 445 Virginia st., Vallejo, Cal., have been succeeded by Leo F. Macheski.

Vern De Forest, Raymond, Wash., is manager of the new Raymond Market.

George Hardy has sold the City Meat Market, Elgin, Ore., to William Nelson and Leander Payne.

George Fowler, Pullman, Wash., has been succeeded in the meat business by Lee Maxwell.

The United Groceries & Markets, Inc., will open a second store at 1210 11th st., Bellingham, Wash., with F. Pannett as manager.

Darnold's Grocery & Market, 139 S. E. 44th st., Oklahoma City, Okla., has let the contract for a \$6,000 store building at 143 Southeast 44th st.

The meat and grocery establishment of Darnell & Polatty, Helena, Ark., has been destroyed by fire.

A new meat market has been opened at Joliet, Ill., by Block and Kuhl. John Nemec is in charge.

Mather and Coon, Laurens, Ia., have sold their meat market to M. W. Mather.

Cyril Feryn's meat market, Marshall, Minn., has been opened for business.

Adam Mehlem, Walker, Minn., has taken over the Krueger Meat Market.

H. L. Schutte and Company, meats, Devils Lake, N. Dak., has been sold to A. G. Lampe.

G. H. Jaynes will erect a new meat market at Pierre, S. Dak.

E. O. Thompson's meat market, Rosedale, S. Dak., was destroyed by fire.

The Verona meat market, Verona, Wis., conducted by H. P. Christensen, has been taken over by M. C. Hanson.

Klein's Grocery and Meat Market, Inc., 213 East 31st st., Chicago, has been incorporated with a capital stock of \$10,000.

**Tell This to
Your Customers**

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

FOOD VALUE OF LIVER.

Some interesting facts on the value of liver in the diet have been obtained recently as the result of experiments at Cornell University.

Liver has several advantages as a meat. If contains as much good quality protein as the best cuts, and it is richer in vitamins than beefsteak or ham. Liver makes red blood faster than the ordinary muscle meats, and promotes growth.

No one has shown any reason why calves' liver should have preference over beef or pork liver. It may taste better, but has no more value for building blood and muscles.

Kidneys can be bought cheaply and have a value almost equal to liver. Unfortunately, kidneys have not been studied as thoroughly as liver and their rating has not been so well established.

**A
Money-Maker
for
Meat Retailers**

"Meat Retailing"

by A. C. Schueren will make money for any meat retailer. Contains 850 pages of practical ideas. Covers cost and selling prices, wage systems, sausage making, grading, marketing methods, and dozens of other subjects. Just the book for the up-to-date retailer. Order it now.

\$7

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For Sale by
**THE NATIONAL
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407 S. Dearborn St.
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**DISCOUNT INCREASES TRADE.**

An official of an Eastern hardware chain reports a 40 per cent reduction of accounts receivable in two stores since adopting, in 1929, the plan of allowing discounts on cash purchases. The plan, which also is said to have increased cash sales by 75 per cent, calls for cash discounts of 5 per cent if paid for on or before delivery, 3 per cent if paid for by the 10th of the month, and net after that up until 60 days. Notes at regular interest rates are required for terms beyond 60 days, except for instalment sales, which are handled on the title-retaining note basis, with finance charges added to the regular price.

October 4, 1930.

New York Section

AMONG RETAIL MEAT DEALERS.

Plans for winter activities were the principle topics discussed at the meeting of the Brooklyn Branch last week. Among the social events scheduled for the near future is a ladies' night for the members and their wives.

A most enjoyable social afternoon was held last week by the members of the Ladies' Auxiliary and their friends. The event was a bunco party in the Hotel McAlpin at which president Mrs. A. Werner jr. and Miss M. B. Phillips were the hostesses. Prizes were awarded to Mrs. M. Roth, Mrs. H. Hehn and Mrs. Charles Hembdt. A business meeting will be held in the McAlpin on October 9.

Arrangements for a Ladies' Night were made at last week's meeting of the Jamaica Branch. This will be held at Sangerbund Hall, 166th st. and 91st ave., Jamaica, October 29. Phil Koch is chairman of the committee in charge of the affair and it is said it will be the best ever.

Plans for a second open fall membership and educational meeting of Ye Olde New York Branch, to be held on Oct. 15, are about completed and it is expected that the speakers will include Dr. Harden F. Taylor, president Atlantic Coast Fisheries Co., and Pendleton Dudley, secretary, Meat Council of New York.

A reorganization of Food Distributors, Inc., has resulted in the formation of the Food Distributors Cooperative, Inc., whose activities will have wider scope. The capitalization has been changed from 1,000 shares with a par value of \$100 to 50,000 shares, par value \$5. Dividends on the capital stock are limited by charter to 6 per cent with provision for remaining profit, less reserve fund, to be divided among members, stock holding members to receive more than non-stock holding members in proportion to amount of stock held. An executive committee consisting of George Kramer, chairman, Leonard Baldwin, Louis Miller, Herman Kirschbaum and Chris Roesel, was appointed and will meet every Wednesday evening. The officers of the cooperative are Leonard Baldwin, president; Louis Miller, vice-president; Joseph Rossman, secretary, and Herman Kirschbaum, treasurer. The main office is headed up by W. A. Wolk, manager, and H. Hazell, assistant.

James Moore, for 31 years a member of the Brooklyn Branch and its president from 1899 to 1901, died at his home in East Orange, N. J. Mr. Moore retired from the retail meat trade and moved to Jersey. He then went with the Erie railroad, continuing until his death last week. Mr. Moore is survived by his widow.

Henry Hoffman of Utica, N. Y., and chairman in that city of the State con-

vention last June, celebrated a birthday on September 19.

Mrs. Margaret Durr, widow of the founder of H. C. Durr Packing Company, Utica, N. Y., celebrated a birthday on September 18.

Jacob Johnson, an active member of the Rochester Branch, celebrated a birthday on September 23.

Herman Kirschbaum, past president of Ye Olde New York Branch and Mrs. Kirschbaum, celebrated the thirtieth anniversary of their wedding on September 20.

William Ziegler, Ye Olde New York Branch and Mrs. Ziegler, a past president of the Ladies' Auxiliary, celebrated their tenth wedding anniversary by a family dinner on September 25.

Leo Spandau, a past president of the Bronx Branch, and Mrs. Spandau, celebrated the fifteenth anniversary of their wedding on September 26.

HINTON HEADS FINK & SONS.

Thirty years ago "Eddie" Hinton made his bow in the meat packing industry. This was as a youngster in the Cudahy Packing Co. plant at Omaha, Nebr. On August 22, 1930, he was made president of A. Fink & Sons, Inc., Newark, N. J., one of the leading packing concerns of the Atlantic Coast.

Mr. Hinton is a product of the West, having secured his early training with



E. G. HINTON.

President, A. Fink & Sons, Inc., Newark, N. J.

Armour and Company and the National Packing Co. For seven years he was with the National Packing Co. at St. Joseph, Mo., and shortly after this plant was taken over by Armour he was sent to Chicago to become assistant to John E. O'Hern, general superintendent of all Armour plants. He was the first assistant John O'Hern had in this capacity.

In 1916 he went to Pittsburgh as superintendent of the Pittsburgh Packing & Provision Co. Four years later he left to join the Jones & Lamb Co., Baltimore, Md., later becoming associated with the St. Louis Independent Packing Co. in the Pittsburgh territory.

In 1924 the Finks were looking for responsible shoulders on which the weight of the business ultimately could be placed, as both Adolf and Gus Fink were anticipating early retirement. In 1927 both men retired from active management of the business and Louis F. Keller was made president of the organization, with E. G. Hinton as his assistant. Early in 1930 Mr. Hinton was made operating vice-president of the company.

Later on the resignation of Mr. Keller, Mr. Hinton was elected to succeed him as president, not only of A. Fink & Sons, but also of the Wagner-Wurtzel Company, a subsidiary dealing in butter, eggs and produce, which was acquired by the Fink organization about two years ago.

Inasmuch as there has been close cooperation between the new president and his predecessor in the operation of the organization during the past 3½ years, practically no change in the policies of the company are contemplated.

In commenting on the outlook President Hinton said: "In spite of so-called business depression we still have every confidence in our business as a whole, and feel that we have a grand opportunity if we are on the job with the right kind of an organization. This we believe we have. Our organization is young and full of pep."

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Sept. 27, 1930, with comparisons:

West. drsd. meats:	Week ended Sept. 27.	Prev. week,	Cor. week,
Steers, carcasses...	8,635	8,619	9,142 1/2
Cows, carcasses...	1,169	1,085	658
Bulls, carcasses...	171	163	171
Veals, carcasses...	7,706	7,401	8,080
Lambs, carcasses...	35,824	31,449	30,667
Mutton, carcasses...	3,154	3,540	3,868
Beef cuts, lbs....	206,547	516,968	221,903
Pork cuts, lbs....	1,581,312	1,655,106	1,359,703

Local slaughters:

Cattle	5,988	10,381	9,696
Calves	11,059	16,470	12,928
Hogs	40,111	39,005	52,006
Sheep	66,328	81,334	67,441

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended Sept. 27, 1930, with comparisons, are as follows:

West. drsd. meats:	Week ended Sept. 27.	Prev. week,	Cor. week,
Steers, carcasses	2,065	2,742	2,755
Cows, carcasses	1,419	1,621	2,063
Bulls, carcasses	27	32	41
Veals, carcasses	1,198	943	1,201
Lambs, carcasses	24,294	23,512	20,453
Mutton, carcasses	906	1,234	764
Pork, lbs....	440,041	394,406	363,405

THE NATIONAL PROVISIONER

NEW YORK NEWS NOTES.

President F. Edson White, Armour and Company, Chicago, spent a few days in New York the past week.

The American Casing Co. has moved into new and larger quarters at 47 New Bowery, New York City. The members of this firm are Charles and John Beck.

J. C. Jacobs, casing department, Armour and Company, Chicago, visited at the plant of the New York Butchers' Dressed Meat Company the past week.

Alexander Graham, who was for ten years head shipping clerk for Rohe & Brother, is now holding a similar position at the F. A. Ferris branch of Stahl-Meyer, Inc.

H. S. Mitchell, chemical laboratories, and A. W. Doell, produce department, Swift & Company, Chicago, spent a few days at the Jersey City plant of the company early last week.

W. S. Johnston, beef cutting department, and J. Y. Marshall and C. A. Smith, both of the produce department, Swift & Company, Chicago, visited New York during the past week.

Vice-president C. D. Middlebrook, Wilson & Co., Chicago, visited the New York plant for a day during the past week. Another Chicago visitor was Carl Fowler, general branch house manager.

Andrew D. Loffler, who for forty years was president of the A. Loffler Provision Company, Benning, D. C., is now touring Europe in company with Mrs. Loffler. His object is to gather new ideas and study European conditions.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended September 27, 1930, was as follows: Meat—Manhattan, 339 lbs. Fish—Bronx, 6 lbs. Poultry and Game—Brooklyn, 5 lbs.; Manhattan, 402 lbs.; total, 407 lbs.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended September 20, 1930, was as follows: Meat—Brooklyn, 99 lbs.; Manhattan, 942 lbs.; Bronx, 5 lbs.; total, 1,046 lbs. Fish—Manhattan, 5 lbs. Poultry and Game—Brooklyn, 13 lbs.; Manhattan, 420 lbs.; Queens, 8 lbs.; total, 441 lbs.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Sept. 27, 1930, are as follows:

	Week ended	Cor.
West. drsd. meats:	Sept. 27.	week.
Steers, carcasses	2,030	2,725
Cows, carcasses	718	700
Bulls, carcasses	202	183
Veal, carcasses	1,031	1,000
Lambs, carcasses	16,903	16,316
Mutton, carcasses	1,383	1,668
Pork, lbs.	405,639	500,775
		512,904
Local slaughters:		
Cattle	1,359	1,702
Calves	2,202	2,478
Hogs	18,436	12,619
Sheep	6,288	7,207

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Oct. 2, 1930:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	\$19.00@20.50	.....	\$19.00@21.00	.....
Good	17.00@19.00	.....	16.00@19.50	.....
Medium	15.00@16.00	.....	.....	.....
STEERS (550-700 lbs.):				
Choice	17.50@20.00	.....	18.50@20.00	20.00@21.00
Good	15.00@17.50	.....	15.50@19.00	18.00@20.00
STEERS (700 lbs. up):				
Choice	16.00@17.50	16.00@17.00	18.00@19.50	19.00@20.00
Good	15.00@16.00	14.50@16.00	15.50@18.50	17.00@19.00
STEERS (500 lbs. up):				
Medium	10.00@15.00	13.50@14.50	11.50@16.00	14.00@16.00
Common	8.50@10.00	12.00@13.50	10.00@11.50	11.00@13.00
COWS:				
Good	11.00@12.00	11.50@12.50	11.50@14.00	12.00@13.00
Medium	9.00@11.00	10.50@11.50	9.50@11.50	11.00@12.00
Common	8.00@ 9.00	9.50@10.50	8.00@ 9.50	9.00@11.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	20.00@22.00	20.00@22.00	23.00@25.00	.....
Good	17.00@20.00	18.00@20.00	21.00@24.00	19.00@21.00
Medium	14.00@17.00	15.00@18.00	20.00@22.00	16.00@18.00
Common	12.00@14.00	13.00@15.00	17.00@19.00	14.00@16.00
CALF (2) (3):				
Choice	12.00@14.00	.....	15.00@18.00	.....
Good	10.00@12.00	15.00@16.00	12.00@15.00	15.00@16.00
Medium	8.00@10.00	13.00@15.00	11.00@13.00	13.00@14.00
Common	7.00@ 8.00	11.00@13.00	10.00@11.00	11.00@13.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	15.00@17.00	17.00@18.00	16.00@19.00	17.00@19.00
Good	13.00@16.00	16.00@17.00	15.00@18.00	18.00@17.00
Medium	11.00@13.00	14.00@16.00	14.00@16.00	14.00@15.00
Common	9.00@11.00	12.00@14.00	12.00@14.00	12.00@14.00
LAMB (39-45 lbs.):				
Choice	15.00@17.00	17.00@18.00	16.00@19.00	17.00@19.00
Good	13.00@16.00	16.00@17.00	15.00@18.00	16.00@17.00
Medium	11.00@13.00	14.00@16.00	14.00@16.00	14.00@15.00
Common	9.00@11.00	12.00@14.00	12.00@14.00	12.00@14.00
LAMB (46-55 lbs.):				
Choice	14.00@16.00	16.00@17.00	16.00@18.00	15.00@16.00
Good	12.00@14.00	15.00@16.00	15.00@17.00	14.00@15.00
MUTTON (ewe) 70 lbs. down:				
Good	8.00@10.00	9.00@10.00	8.00@ 9.00	8.00@10.00
Medium	7.00@ 8.00	7.00@ 9.00	7.00@ 8.00	7.00@ 8.00
Common	5.00@ 7.00	6.00@ 7.00	5.00@ 7.00	5.00@ 7.00
Fresh Pork Cuts:				
LOINS:				
8-12 lbs. av.	21.00@24.00	20.50@22.00	23.00@25.00	24.00@25.00
10-12 lbs. av.	21.00@23.00	20.50@22.00	22.00@24.00	22.00@24.00
12-15 lbs. av.	20.00@22.00	19.50@21.00	20.00@21.50	21.00@23.00
16-22 lbs. av.	17.00@18.00	16.00@18.00	17.00@19.00	18.00@20.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	14.00@15.00	.....	15.00@17.00	16.00@17.50
PICNICS:				
6-8 lbs. av. ....	.....	14.00@15.00	.....	14.00@15.50
BUTTS, Boston Style:				
4-8 lbs. av.	15.00@19.00	.....	19.00@22.00	18.00@20.00
SPARE RIBS:				
Half Sheets	11.00@14.00	.....	.....	.....
TRIMMINGS:				
Regular	10.50@11.50	.....	.....	.....
Lean	13.00@15.00	.....	.....	.....

(1) Includes heifers yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

A. C. Wicke Mfg. Co.

Complete Market Equipment



NEW YORK CITY

Main Office and Factory: 406 East 108nd St.

Salerooms:
425-435 E. 102nd St.

Phone Atwater 0880 for all
Branches

Bronx Branch:
739 Brook Ave.

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Hogs	18,436	12,619
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October 4, 1930.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	\$ 8.00 @ 10.00
Cows, common and medium	4.00 @ 5.00
Bulls, cutter—medium	4.00 @ 5.75

LIVE CALVES.

Vealers, good to choice	\$11.50 @ 14.50
Vealers, medium	9.00 @ 11.50

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$ 8.00 @ 9.00
Lambs, medium	6.25 @ 8.00
Ewes, medium to choice	2.50 @ 4.00

LIVE HOGS.

Hogs, 160-210 lbs.	\$ 10.35
Hogs, medium	9.85
Hogs, 120 lbs.	9.50
Roughs	9.00

DRESSED HOGS.

Hogs, heavy	\$ 15.00
Hogs, 180 lbs.	15.00
Pigs, 80 lbs.	15.00
Pigs, 90-140 lbs.	15.00

DRESSED BEEF.

Choice, native heavy	21 @ 22
Choice, native light	22 @ 23
Native, common to fair	18 @ 20

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	20 @ 21
Native choice yearlings, 400@600 lbs.	20 @ 22
Good to choice heifers.	17 @ 19
Good to choice cows	14 @ 16
Common to fair cows	11 @ 13
Fresh bologna bulls	11 @ 12

BEEF CUTS.

	Western.	City.
No. 1 ribs.	26 @ 28	28 @ 30
No. 2 ribs.	24 @ 25	25 @ 26
No. 3 ribs.	22 @ 23	23 @ 24
No. 1 loins.	32	34
No. 2 loins.	30 @ 32	32
No. 3 loins.	28 @ 30	28
No. 1 hinds and ribs	25 @ 28	25 @ 29
No. 2 hinds and ribs	23 @ 24	23 @ 24
No. 3 hinds and ribs	20 @ 21	21 @ 22
No. 1 round.	18 @ 19	19 @ 20
No. 2 round.	17 @ 19	19 @ 20
No. 3 round.	16 @ 18	17 @ 18
No. 1 chuck.	18 @ 19	17 @ 18
No. 2 chuck.	16 @ 17	16 @ 17
No. 3 chuck.	14 @ 15	14 @ 15
Bologna	11 @ 12	11 @ 12
Rolls, reg., 66@ lbs. avg.	22 @ 23	
Rolls, reg., 4@6 lbs. avg.	17 @ 18	
Tenderloins, 4@6 lbs. avg.	60 @ 70	
Tenderloins, 5@6 lbs. avg.	65 @ 75	
Shoulder clods	10 @ 11	

DRESSED VEAL AND CALVES.

Prime veal	28 @ 28
Good to choice veal	22 @ 25
Med. to common veal	15 @ 21
Good to choice calves	18 @ 22
Med. to common calves	14 @ 18

DRESSED SHEEP AND LAMBS.

Lambs, prime	25 @ 27
Lambs, good	23 @ 25
Sheep, good	11 @ 13
Sheep, medium	7 @ 10

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	22 @ 23
Pork tenderloins, fresh	50 @ 55
Pork tenderloins, frozen	45 @ 50
Shoulders, city, 10@12 lbs. avg.	19 @ 20
Shoulders, Western, 10@12 lbs.	16 @ 17
Butts, boneless, Western	24 @ 25
Butts, regular, Western	19 @ 20
Hams, Western, fresh, 10@12 lbs. avg.	20 @ 21
Hams, city, fresh, 6@10 lbs. avg.	26 @ 27
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @ 17
Pork trimmings, extra lean	18 @ 19
Pork trimmings, regular 50% lean	12 @ 13
Spareribs, fresh	14 @ 15

SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @ 27
Hams, 10@12 lbs. avg.	25 @ 26
Hams, 12@14 lbs. avg.	24 @ 25
Picnics, 4@6 lbs. avg.	17@18
Picnics, 6@8 lbs. avg.	16@17
Bollettes, 8@10 lbs. avg.	17@18
Beef tongue, light	30 @ 32
Beef tongue, heavy	34 @ 36
Bacon, boneless, Western	23 @ 24
Bacon, boneless, city	20 @ 21
Pickled bellies, 8@10 lbs. avg.	18 @ 19

FANCY MEATS.

Fresh steer tongues, untrimmed	28c a pound
Fresh steer tongues, l. c. trm'd.	40c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Kid kidneys	18c a pound
Mutton kidneys	11c each
Livers, beef	37c a pound
Oxtails	18c a pound
Beef hanging tenders	30c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	② 2%
Breast fat	② 2%
Edible suet	④ 4%
Cond. suet	② 2%

GREEN CALFSKINS.

5-9 9½-12½ 12½-14 14-18 18 up	
Prime No. 1 veals...18	2.00 2.10 2.30 3.20
Prime No. 2 veals...16	1.80 2.05 2.95
Buttermilk No. 1...14	1.65 1.75 1.85
Buttermilk No. 2...12	1.40 1.50 1.70
Branded Gravy ...8	.85 .90 1.10 1.50
Number 3 ...6	.60 .65 .80 .90

BUTTER.

Creamery, extra (92 score)	39½
Creamery, first (88 to 90 score)	35½ @ 37
Creamery, seconds (84 to 87 score)	33½ @ 35
Creamery, lower grades...	31 @ 33

EGGS.

(Mixed colors.)	
Extra, dozen	29 @ 30
Extra, firsts, doz.	25 @ 26½
Firsts	23½ @ 24½
Checks	21 @ 22½

LIVE POULTRY.

Fowls, colored, fancy, via express	25 @ 26
Fowls, Leghorns, average, via express	18 @ 21

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh dry packed—12 to box—prime to good:	
Western, 60 to 65 lbs., to dozen, lb...28	30 @ 30
Western, 48 to 54 lbs., to dozen, lb...24	26 @ 26
Western, 43 to 47 lbs., to dozen, lb...21	24 @ 24
Western, 36 to 42 lbs., to dozen, lb...21	23 @ 23
Western, 30 to 35 lbs., to dozen, lb...19	21 @ 21

Fowls—fresh dry pkd.—12 to box—prime to fcy:	
Western, 60 to 65 lbs., per lb...30	30 @ 30
Western, 48 to 54 lbs., per lb...26	26 @ 27
Western, 43 to 47 lbs., per lb...24	24 @ 25
Western, 36 to 42 lbs., to dozen, lb...22	22 @ 22
Turkeys, frozen—prime to fancy:	

Young toms ...38	44 @ 45
Young hens ...35	35 @ 40

BUTTER AT FOUR MARKETS.

Sept. 19	20 22 23 24 25
Chicago ...38½	38½ 38½ 37 37½ 37½
N. Y. ...40%	40% 40% 40% 40% 40%
Boston ...40½	40% 40% 40% 40% 39½
Phila. ...41% 41% 41½ 41½ 41	40 40 40 40 40

38½ 38½ 38 36 37 37	
Total 97,900 lbs. 106,455 lbs. 109,120 lbs. 7,017,143 lbs. 7,281,008	

Cold storage movements (lbs.):

In Sept. 25. Out Sept. 25. On hand Sept. 26.	Same week-day last year.
Chicago ...105,030	92,392 30,450 2,403,582 2,508,865
New York ...42,781	54,022 48,453 2,813,153 2,842,901
Boston ...10,144	9,816 13,900 860,713 970,459
Phila. ...14,139	15,783 16,266 849,095 898,843

In Sept. 25. Out Sept. 25. On hand Sept. 26.	Same week-day last year.
Chicago ...30,476	30,473,038 26,926,176
New York ...82,906	151,965 15,506,165 21,005,216
Boston ...2,490	163,571 10,337,076 16,497,845
Phila.52,560	38,595 4,540,948 6,470,049

Total ...302,986	446,523 60,881,227 64,908,289
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FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per 100 lbs. ex vessel Atlantic and Gulf ports	1.82%
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Ammonium sulphate, double bags, per 100 lb. f.a.s. New York.	1.70
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Blood, dried, 15-16% per unit.	3.40
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